

STATE OF MONTANA TERM CONTRACT

Department of Administration
State Procurement Bureau
165 Mitchell Building
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Helena, MT 59620-0135
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T.C. #: EPS050076-A2-2
Title: WESTERN STATES CONTRACTING ALLIANCE
MAILING EQUIPMENT & MAINTENANCE SERVICES
This is a non-exclusive contract.

CONTRACT TERM	FROM	NOVEMBER 9, 2009	CONTRACT STATUS	NEW ()
	TO	MAY 8, 2011		RENEW (XX)
VENDOR ADDRESS	PITNEY BOWES, INC 5379 KENDALL STREET BOISE, ID 83706		ORDER ADDRESS	
ATTN:	LINDA-DIANE HILL		ATTN:	
PHONE:	208-724-0101		PHONE:	
FAX:	203-460-3773		FAX:	
E-MAIL:	Linda-Diane.Hill@pb.com		E-MAIL:	

PRICES: PER CONTRACT

DELIVERY: PER CONTRACT

F.O.B.: PER CONTRACT

TERMS: PER CONTRACT

REMARKS: This will extend the contract for six months, to May 8, 2011. NOTICE: See Summary of Promotional Program and Related Products pricing if ordered by September 30, 2010. Also, see revised pricebook, effective 7/16/2010.

IFB/RFP No.: N/A

RHONDA R. GRANDY, CONTRACTS OFFICER

DATE:

AUTHORIZED SIGNATURE

This document represents an overview of the Western States Contracting Alliance for Mailing Equipment & Maintenance Services. This document is not intended to replace or append the contract, rather to provide an overview and summary of the agreement.

1.0 BACKGROUND

The State of Montana is a member of the Western States Contracting Alliance (WSCA), which establishes the means by which participating states may join together in cooperative multi-state contracting in order to achieve cost-effective and efficient acquisition of quality products and services. This contract is a result of cooperative procurement conducted by the State of Arizona on behalf of WSCA.

2.0 PURPOSE

The purpose of this contract is provide state agencies and all registered cooperative purchasing organizations with an expedited means of obtaining Mailing Equipment and Maintenance Services.

3.0 NON-EXCLUSIVE CONTRACT

The intent of this contract is to provide state agencies with an expedited means of procuring supplies and/or services. This contract is for the convenience of state agencies and is considered by the State Procurement Bureau to be a "Non-exclusive" use contract. Therefore, agencies may obtain this product/service from sources other than the contract holder(s) as long as they comply with Title 18, MCA, and their delegation agreement. The State Procurement Bureau does not guarantee any usage.

4.0 LIAISON

The primary contractor contact for this participating addendum is as follows:

Linda-Diane Hill
5379 Kendall Street
Boise, ID 83706
208-890-0360 208-724-0101
203-460-3773 (fax)

State Liaison

Rhonda R. Grandy
State of Montana, General Services Division, State Procurement Bureau
125 N. Roberts, Mitchell Bldg, Room 165
Helena, MT 59620
Phone: 406-444-3320
Fax: 406-444-2529
Email: rhgrandy@mt.gov

5.0 ORDERING PROCEDURE

In accordance with the terms of the contract, an agency purchase order must be issued to the contractor for all required products. The purchase order must reference the contract number (WSCA#EPS050076-A2-2) and identify all items desired, the purchase order date, the delivery date, shipping locations and prices.

6.0 CONTRACT TERM

This contract shall take effect on November 9, 2009, and terminate on May 8, 2011, unless terminated earlier in accordance with the terms of this contract. (Mont. Code Ann. § 18-4-313.)

7.0 CONTRACT RENEWAL

This contract may, upon mutual agreement between the parties and according to the terms of the existing contract, be renewed in one-year intervals, or any interval that is advantageous to the State. This contract, including any renewals, may not exceed a total of five years.

MAILING EQUIPMENT AND MAINTENANCE SERVICES

WESTERN STATES CONTRACTING ALLIANCE PARTICIPATING ADDENDUM Metered Mailing Contract

**PITNEY BOWES
EPS050076-A2-2**

STATE OF MONTANA

1. Scope:

All governmental entities within the State of Montana and all registered Cooperative Purchasing Organizations are authorized to purchase mailing equipment and maintenance services under the terms and conditions of this price agreement.

2. Changes:

Add the following additional terms:

Access and Retention of Records: Contractor agrees to provide the Department, the Legislative Auditor or their authorized agents access to any records necessary to determine contract compliance. Contractor agrees to create and retain all records supporting the products and services rendered for a period of three (3) years after either the completion date of this contract or the conclusion of any claim, litigation or exception relating to this contract taken by the State of Montana or a third party. Reference: 18-1-118, MCA.

This Agreement shall be governed by the laws of the State of Montana. Venue for any action will be in the First District Court of the County of Lewis and Clark County, Helena, Montana. Parties to pay own legal fees and associated costs.

3. Termination of Contract:

Unless otherwise stated, the State may, by written notice to the contractor, terminate this Participating Addendum in whole or in part without cause.

4. Purchasing Card:

The State of Montana has a Purchasing Card Program in place that gives agencies the ability to charge purchases made from these contracts. The State of Montana prefers this method of payment.

5. Lease Agreements:

Lease agreement terms and conditions may be negotiated by individual agencies in a separate contract in accordance with procurement laws.

MAILING EQUIPMENT AND MAINTENANCE SERVICES

6. Primary Contact:

The primary state contact individual for this participating addendum is as follows:

Leona Olson, Chief
Print and Mail Services Bureau
920 Front Street
P.O. Box 200132
Helena, MT 59620-0132
406-444-3053
406-443-2212 -fax
Lolsen@mt.gov

7 Price Agreement Number

All purchase orders issued by procuring agencies within the jurisdiction of this participating addendum shall include the following price agreement number:

EPS050076-A2-2

This Addendum and Price Agreement or Contract Number together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Price Agreement or Contract Number, together with its exhibits, shall not be added to or incorporated into this Addendum or Price Agreement/Contract Number and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Price Agreement or Contract Number and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Government Entity: State of Montana

By: General Services Division

Name: Marvin Eicholtz

Title: Administrator

Date:

By: _____

Contractor: Pitney Bowes

By: _____

Name: Arthur E. Adams, Jr.

Title: Director, Government Contracts

Date: _____

By: _____

Name: Rhonda R. Grandy

Name: _____

Title: Contracts Officer

Date: October 1, 2006

Date: _____

COOPERATIVE PURCHASING

Under Montana law, public procurement units, as defined in section 18-4-401, MCA, have the option of cooperatively purchasing with the State of Montana. Public procurement units are defined as local or state public procurement units of this or any other state, including an agency of the United States, or a tribal procurement unit. Unless the bidder/offeror objects, in writing, to the State Procurement Bureau prior to the award of this contract, the prices, terms, and conditions of this contract will be offered to these public procurement units. However, the State Procurement Bureau makes no guarantee of any public procurement unit participation in this contract.

Pitney Bowes Inc.

Supply Offering – WSCA Contract# EPS050076-A2-2

Effective: April 1, 2007

Agencies (each referred to as an “Participating Agency”) eligible to acquire Pitney Bowes Mailing Equipment under WSCA Contract EPS050076-A2-2 (as amended from time to time, “EPS050076-A2-2”) will have the option to acquire consumable supplies pertaining to such Equipment at a 15% discount off the current commercial list at the time of the order, subject to the applicable terms and conditions set forth herein.

How to Order:

The hours of Operation for the Pitney Bowes Supply Line are Monday- Friday (except Holidays) 8am – 8pm, EST.

The way to place a Supplies Order:

- ☐ Call the Pitney Bowes Supply Line at 1-800-243-7824
 - ☐ Provide the agent with your 11 digit Customer Account Number or your phone number
 - ☐ Provide the agent with your WSCA Contract Code - **EPS050 (this has to be done on every order in order to receive discount)**
 - ☐ Provide the agent with a list of the products you want to purchase

Discount off commercial list price:

Agencies will receive a 15% discount off the current commercial list at the time of the order for consumable supplies pertaining to Equipment offered under this Contract.

Delivery:

Orders placed with a phone agent are shipped via ground transportation and are guaranteed for delivery within 5-7 business days. If you are in need of faster service, you can choose one of our other delivery options, overnight or second day air shipments (additional shipping & handling charges apply).

Agencies will be solely responsible for the unloading of delivered supplies purchased under this Contract.

Returns:

For purchases of consumable supplies, returns are accepted within 90 days of purchase. Consumable supplies may be returned within 90 days of purchase if unused and unopened or defective. After 90 days, but within 1 year, returns will be accepted on any defective items. No

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returns will be accepted after one (1) year. Please contact the Pitney Bowes Supply Line directly to arrange for a return authorization.

EQUIPMENT FINANCING OPTIONS - STATE OF MONTANA

State of Montana "State", all government entities within the State, including all State agencies, Local public and Tribal procurement units as defined in section 18-4-401, Montana Code Annotated (MCA) that are registered Cooperative Purchasing Organizations thereof ("Purchasing Agency") eligible to acquire Pitney Bowes Mailing Equipment under WSCA Contract EPS050076-A2-2, (as amended from time to time) will have the option to acquire such Equipment through an Installment Lease Agreement "Option A", a Rental Agreement "Option B", or a Fair Market Value Lease Agreement "Option C", subject to the applicable terms and conditions set forth herein.

All State agencies must obtain the approval and signature of the Print and Mail Services Bureau as required under the State of Montana procurement practices prior to entering into an Installment Lease Agreement "Option A" or a Lease Agreement with a Fair Market Value Purchase Option "Option C". However, both the Installment Lease Agreement "Option A" and the Lease Agreement with a Fair Market Value Purchase Option "Option C" may be offered by the Contractor and entered into by the registered Cooperative Purchasing Organizations of the State where their regulations permit. All leases written under this price agreement will remain in full force and effect in the event that the State terminates the Participating Addendum.

INSTALLMENT LEASE AGREEMENT OPTION A

Pitney Bowes Global Financial Services LLC may serve as a sub-contractor under EPS050076-A2-2 and be the financing party under such Installment Lease Agreements.

The pricing plan for the Installment Lease Agreement is as follows:

Monthly Billing:

Term	Lease Rate
36	.0317
48	.0247
60	.0205

Quarterly Billing:

Term	Lease Rate
36	.0960
48	.0750
60	.0625

The terms and conditions are as follows:

- 1. GENERAL.** All Installment Lease Option A Agreements (each referred to herein as "Installment Agreement") consist of the following terms and conditions in addition to the applicable terms and conditions of EPS050076-A2-2. By issuing a Purchase Order under the Installment Agreement, the Participating Agency is requesting that Contractor leases the referenced equipment (the "Equipment") for essential governmental purposes. Such Equipment does not include any referenced IntelliLink™ Control Center or postage meter, which remains the property of Contractor or one of its wholly owned subsidiaries. Any IntelliLink™ Control Center or postage meter is subject to the applicable USPS regulations and meter terms and conditions as may be provided by Contractor.
- 2. TERM.** Each Installment Agreement shall commence upon acceptance of the Equipment and shall continue until the earlier of: (i) termination at Contractor's Option upon the Participating Agency's failure to pay when due the amount required or failure to perform any other obligation under an Installment Agreement or under EPS050076-A2-2, (ii) the occurrence of an event of non-

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appropriation or termination for Contractor default under EPS050076-A2-2, (iii) termination in accordance with paragraph 3 below, or (iv) the expiration of the specified term.

3. **CANCELLATION OR TERMINATION.** The Participating Agency intends to enter into an Installment Agreement for the entire agreed upon term and Contractor relies upon such represented intention when determining the applicable pricing plan. If the Participating Agency cancels or terminates an Installment Agreement prior to its expiration (other than for non-appropriations or Contractor default pursuant to EPS050076-A2-2), the Participating Agency shall pay a termination charge equal to the net present value of the monthly payments remaining through the completion of the term, discounted to present value at a rate of 6% per year.
4. **REMEDIES.** If the Participating Agency fails to pay when due any amount required, or fails to perform any other obligation under an Installment Agreement or under EPS050076-A2-2 and fails to cure the same within thirty (30) days of the Participating Agency's receipt of written notice thereof, Contractor may, at its option and without further demand or notice, take one or any combination of the following actions: terminate the relevant Installment Agreement, take possession of the relevant Equipment (and the meters), declare the entire amount of all payments, and other amounts due and to become due, for the then current fiscal period for which funds have been appropriated to be immediately due and payable, and pursue any other remedy permitted by applicable law.
5. **REPRESENTATIONS; MISCELLANEOUS.** The Participating Agency represents and warrants that: (a) it shall timely file an information reporting return (e.g. Form 8038 - GC or, as necessary, Form 8038 - G) with the Internal Revenue Service in accordance with Section 149(e) of the Internal Revenue Code of 1986, as amended (the "Code"), and the regulations thereunder and the Participating Agency hereby appoints Contractor as its Agent for the purpose of maintaining a registration system as required by Section 149(a) of the Code; and the Participating Agency is (and shall continue to be) a State or local government entity, and that any obligation arising out of this Agreement constitutes an obligation by or on behalf of a state or political subdivision thereof, within the meaning of Section 103 of the Code and the regulations thereunder. The Participating Agency acknowledges that the Installment Agreement is entered into based on the assumption that the interest portion of each Period Payment is not includible in gross income of the owner thereof for Federal income tax purposes under Section 103(a) of the Code. A portion of each Period Payment that the Participating Agency shall pay includes interest. If any interest is determined not to be excludible from gross income in accordance with Section 103(a) of the Code, the Participating Agency's Period Payment shall be adjusted in an amount sufficient to maintain Contractor's original after tax yield utilizing Contractor's consolidated marginal tax rate, which adjusted Period Payments the Participating Agency agrees to pay as provided in this Agreement. The rate at which the interest portion of Period Payments is calculated is not intended to exceed the maximum rate or amount of interest permitted by applicable law. If such interest portion exceeds such maximum, then at Contractor's option, if permitted by law, the interest portion will be reduced to the legally permitted maximum amount of interest, and any excess will be used to reduce the principal amount of the Participating Agency's obligation or be refunded to the Participating Agency.
6. **ASSIGNMENT.** Neither party may assign, transfer or sublet any interest in Installment Agreement without the other parties' written consent.
7. **TITLE.** Title to the equipment passes to the Participating Agency at the time and place of acceptance of each unit of equipment. The Contractor or its duly authorized assignee shall have a purchase money security interest in the equipment, until payment of all installments are made. Upon payment of the final installment, or any concluding payment option, the Contractor or his duly authorized assignee shall have no further interest in the equipment.

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8. **PURCHASE OPTION.** The Participating Agency shall have the option to purchase the Equipment at any time during the Term “as is, where is” by paying the remainder of all installment payments.
9. **RISK OF LOSS.** The Participating Agency is responsible for Equipment loss, damage or destruction from any cause, whether or not insured from the date of acceptance and for the entire term. **Notwithstanding the foregoing, the Participating Agency shall not be responsible for Equipment loss, damage or destruction if Contractor has delivered non-conforming goods.**

RENTAL AGREEMENT OPTION B

The pricing plan for the Rental Agreement is as follows:

Term:	Rental Factor:
36 Months	.0450

The terms and conditions are as follows:

1. **GENERAL.** All Rental Option B Agreements (each referred to herein as “Rental Agreement”) consist of the following terms and conditions in addition to the applicable terms and conditions of EPS050076-A2-2. By issuing a Purchase Order under this Rental Option B, the Participating Agency is requesting that Contractor rent the referenced equipment (the “Equipment”) for essential governmental purposes. Such Equipment does not include any referenced IntelliLink™ Control Center or postage meter, which remain the property of Contractor or one of its wholly owned subsidiaries. Any IntelliLink™ Control Center or postage meter is subject to the applicable USPS regulations and meter terms and conditions as may be provided by Contractor.
2. **TERM.** The Term of each Rental Agreement shall commence on the date of delivery of the Equipment and shall continue for 36 months, unless earlier terminated in accordance with EPS050076-A2-2. The Participating Agency intends to enter into each Rental Agreement for at least the 36 month period and Contractor has relied upon such represented intention when determining the applicable pricing plan.
3. **REMEDIES.** If the Participating Agency fails to pay when due any amount required, or fails to perform any other obligation under a Rental Agreement or under EPS050076-A2-2 and fails to cure the same within thirty (30) days of the Participating Agency’s receipt of written notice thereof, Contractor may, at Contractor’s option and without further demand or notice, take one or any combination of the following actions: terminate this Agreement, take possession of the Equipment (including meters), declare the entire amount of all payments, and other amounts due and to become due for the then current fiscal period for which funds have been appropriated to be immediately due and payable, and pursue any other remedy permitted by applicable law.
4. **ASSIGNMENT.** Neither party may assign, transfer or sublet any interest in Installment Agreement without the other parties’ written consent.
5. **RISK OF LOSS.** The Participating Agency is responsible for Equipment loss, damage or destruction from any cause, whether or not insured from the date of acceptance and for the entire term.. **Notwithstanding the foregoing, the Participating Agency shall not be responsible for Equipment loss, damage or destruction if Contractor has delivered non-conforming goods.**

OPTION C

LEASE AGREEMENT WITH FAIR MARKET VALUE (“FMV”) PURCHASE OPTION

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Pitney Bowes Global Financial Services LLC will serve as a sub-contractor under EPS050076-A2-2 and will be the Lessor under such FMV Lease Agreements.

The pricing plan for the FMV Lease Plan is as follows:

Monthly Billing:

Term	Lease Rate
36	.0334
48	.0270
60	.0231

Quarterly Billing:

Term	Lease Rate
36	.1008
48	.0817
60	.0705

The terms and conditions are as follows:

- 1. GENERAL.** All FMV Lease Option C Agreements (each referred to herein as "Lease") consist of the following terms and conditions in addition to the applicable terms and conditions of EPS050076-A2-2. By issuing a Purchase Order under this FMV Lease Option C, the Participating Agency is requesting that Pitney Bowes Global Financial Services LLC leases the referenced equipment (the "Equipment") for essential governmental purposes. Such Equipment does not include any referenced IntelliLink™ Control Center or postage meter, which remain the property of Pitney Bowes Inc. or one of its wholly owned subsidiaries. Any IntelliLink™ Control Center or postage meter is subject to the applicable USPS regulations and meter terms and conditions as may be provided by Pitney Bowes Inc.
- 2. TERM.** Each Lease shall commence upon acceptance of the Equipment and shall continue until the earlier of (a) termination at Lessor's option upon the Participating Agency's failure to pay when due the amount required or failure to perform any other obligation hereunder or under EPS050076-A2-2, or (b) the occurrence of an event of non-appropriations or termination for Contractor default under EPS050076-A2-2, (c) cancellation or termination in accordance with paragraph 3 below, or (d) expiration of the term specified on the relevant Purchase Order and satisfaction by the Participating Agency of all obligations thereunder.
- 3. CANCELLATION OR TERMINATION.** The Participating Agency intends to enter into a Lease for the entire agreed upon term and Lessor relies upon such represented intention when determining the applicable pricing plan. If the Participating Agency cancels or terminates a Lease prior to its expiration (other than for non-appropriations or Contractor default pursuant to EPS050076-A2-2), the Participating Agency shall pay a termination charge equal to the net present value of the monthly payments remaining through the completion of the term, discounted to present value at a rate of 6% per year.
- 4. REMEDIES.** If the Participating Agency fails to pay when due any amount required, or fails to perform any other obligation under a Lease or under EPS050076-A2-2 and fails to cure the same within thirty (30) days of the Participating Agency's receipt of written notice thereof, Lessor may, at its option and without further demand or notice, take one or any combination of the following actions: terminate the relevant Lease, take possession of the relevant Equipment (and related meters), declare the entire amount of all lease payments, and other amounts due and to become due, for the then current fiscal period for which funds have been appropriated to be immediately due and payable, and pursue any other remedy permitted by applicable law.
- 5. ASSIGNMENT.** Neither party may assign, transfer or sublet any interest in Installment Agreement without the other parties' written consent.
- 6. OWNERSHIP.** Lessor owns the Equipment and the Participating Agency shall keep the Equipment free from any liens or encumbrances. Each Lease is a "finance lease" governed by Uniform Commercial Code Article 2A.

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- 7. END OF LEASE OPTIONS.** Upon 90 days prior written notice, the Participating Agency may, if not in default, elect among the following options with respect to the Equipment: (a) purchase the Equipment “as is, where is” for fair market value, as determined by Lessor based upon what a willing and able buyer would pay a willing and able seller in an arm’s length transaction, or (b) return the Equipment in its original condition, reasonable wear and tear excepted, by de-installing the Equipment and making it available for Contractor’s retrieval. If the Participating Agency has not elected one of the above options, the Participating Agency shall be deemed to have entered into successive month-to-month extensions of the relevant term.
- 8. RISK OF LOSS.** The Participating Agency is responsible for Equipment loss, damage or destruction from any cause, from the date of acceptance and for the entire term.
Notwithstanding the foregoing, the Participating Agency shall not be responsible for Equipment loss, damage or destruction if Contractor has delivered non-conforming goods.

PITNEY BOWES INC.
WSCA MASTER AGREEMENT EPS050076-A2-2
SUMMARY OF PROMOTIONAL PROGRAM AND RELATED PRODUCTS

Description of Promotional Program

Pitney Bowes Inc. is offering a limited time promotional program for those customers choosing to order color printing units for our Connect+ Customer Communication 1000, 2000, and 3000 series using PCN numbers AZBN, AZBJ, and AZBP with a delivery date later in the year. The promotional program will be available for orders placed by September 30, 2010.

Under this promotional program, a separate Purchase Order will be completed for the Connect+ color printing unit, the promotional prices and respective promotional PCNs are shown below. The promotional pricing would represent a significant discount off the standard commercial list prices. A mutually agreeable delivery date between the Eligible Entity and Pitney Bowes Inc. would be established and would contemplate if leased, the use of the co-term lease financing option when the product is installed. No other discounts would apply. The machine will be shipped and installed with the black and white printer until the color peripheral is available. The black and white printer will be removed and the new color printer will be installed at no cost to the eligible entity. Payments for the color printing unit will not begin until the color module is installed.

The benefit to the Participating States and their eligible entities by allowing the promotional program will be that they will receive the use of the new technology immediately and the functionality of the color peripheral at a significantly reduced cost shortly thereafter.

OPTIONAL FEATURES/ACCESSORIES DESCRIPTION	PROMOTIONAL ACCESSORY PART NUMBER (PCN) #	SUGGESTED RETAIL PRICE (SRP) FOR STANDARD PCN#	PROMOTIONAL DISCOUNT %	PROMOTIONAL PURCHASE PRICE	YEARS 2-5 POINT OF SALE (POS) ANNUAL SERVICE LEVEL AGREEMENT (SLA) COSTS	YEARS 2-5 POS LEASED SLA MONTHLY COSTS	YEARS 2-5 POS ANNUAL SOFTWARE MAINTENANCE AGREEMENT (SMA) COSTS	YEARS 2-5 POS LEASED SMA MONTHLY COSTS
Key		* = Monthly Subscription						
Connect+ 1000 Series Color Printer - Temporary Promotion	AZBF	\$3,695	43%	\$2,095	335	27		
Connect+ 2000 Series Color Printer - Point of Sale - Temporary Promotion	AZBL	\$3,995	41%	\$2,345	335	27		
Connect+ 3000 Series Color Printer - Point of Sale - Temporary Promotion	AZBM	\$4,495	39%	\$2,725	335	27		

After the promotion the Standard PCN and applicable WSCA purchase prices would apply:
Standard PCN AZBN (\$3,100) will replace the AZBF model
Standard PCN AZBJ (\$3,355) will replace the AZBL model
Standard PCN AZBP (\$3,775) will replace the AZBM model

July 14, 2010

Pitney Bowes Inc.
WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

						Point of Sale Pricing			
ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5	
Standalone Mailing Machines									
Stand-Alone Meters									
MailStation									
CML2	MailStation with 2 lb Integrated Weighing Platform	\$395.00	\$181.70	54%	\$0	\$0	\$0	\$0	
CML5	MailStation with 5 lb Integrated Weighing Platform	\$695.00	\$347.00	50%	\$0	\$0	\$0	\$0	
DM100-DM200 Low Volume Mailing Systems									
Low volume, Manual Mailing Machine									
DM100 Systems									
SBBF	DM100 Mailing Machine with Moistener	\$1,195.00	\$478.00	60%	\$0	\$0	\$0	\$0	
DM200 Systems									
SBLJ	DM200 Mailing Machine	\$1,365.00	\$819.00	40%	\$139	\$14	\$0	\$0	
DM300-DM400 Medium Volume Mailing Systems									
DM300C Systems									
SBYP	DM300C Digital Mailing System	\$2,595.00	\$1,090.00	58%	\$251	\$25	\$0	\$0	
DM400C Systems									
SBTA	DM400C Mailing System	\$3,995.00	\$1,881.00	53%	\$312	\$31	\$0	\$0	
DM475-DM875 Medium-High Volume Mailing Systems									
DM475 Systems									
SVXA	DM475 Digital Mailing System	\$9,995.00	\$5,997.00	40%	\$377	\$37	\$0	\$0	
DM525 Systems									
SVAA	DM525 Digital Mailing System	\$5,995.00	\$3,555.00	41%	\$278	\$27	\$0	\$0	
DM575 Systems									
SVAB	DM575 Digital Mailing System	\$7,995.00	\$4,850.00	39%	\$339	\$34	\$0	\$0	
DM825 Systems									
SVAC	DM825 Digital Mailing System	\$10,995.00	\$5,794.84	47%	\$711	\$71	\$0	\$0	
DM875 Systems									
SVAD	DM875 Digital Mailing System	\$12,995.00	\$8,794.66	32%	\$774	\$77	\$0	\$0	
DM925-DM1100 High Volume, Auto Mailing Systems									
DM925 Non-WOW Systems									
SVAM	DM925 non-WOW Digital Mailing System	\$15,995.00	\$10,995.46	31%	\$960	\$95	\$0	\$0	
DM925 WOW Systems									
SVAN	DM925 WOW Digital Mailing System	\$20,995.00	\$14,054.97	33%	\$994	\$99	\$0	\$0	
DM1100 non-WOW Systems									
SVAE	DM1100 non-WOW Digital Mailing System	\$18,495.00	\$11,621.02	37%	\$1,132	\$113	\$0	\$0	
DM1100 WOW Systems									
SVAF	DM1100 WOW Digital Mailing System	\$24,995.00	\$16,993.90	32%	\$1,317	\$131	\$0	\$0	
1GP2/MP1A	DM1100 WOW Digital Mailing System 2 lb Integrated Platform for DM200L	\$745.00	\$497.00		\$55	\$6	\$0	\$0	
Integrated Postal Scales									
1GP5/MP1A	5 lb Integrated Platform for DM200L	\$1,045.00	\$685.00	34%	\$55	\$6	\$0	\$0	
1GP9/MP1A	10 lb Integrated Platform for DM200L	\$1,345.00	\$877.00	35%	\$55	\$6	\$0	\$0	
1GW2/MP06	2 lb Integrated Weighing Platform for DM300/DM400L	\$745.00	\$497.00	33%	\$57	\$6	\$0	\$0	
1GW5/MP06	5 lb Integrated Weighing Platform for DM300/DM400L	\$1,045.00	\$685.00	34%	\$57	\$6	\$0	\$0	
1GW9/MP06	10 lb Integrated Weighing Platform for DM300/DM400L	\$1,345.00	\$877.00	35%	\$57	\$6	\$0	\$0	
1GW9/MP4D	10 lb Integrated Weighing Platform for DM475	\$1,345.00	\$877.00	35%	\$50	\$5	\$0	\$0	
1FW4	5lb Integrated Weighing for DM525 Series	\$1,595.00	\$1,036.55	35%	\$0	\$0	\$0	\$0	
1FW5/MP30	15lb Interfaced Platform	\$2,295.00	\$1,784.00	22%	\$114	\$12	\$0	\$0	
1FWG	15 lb Integrated Weighing Platform - DM8 Series	\$2,295.00	\$1,784.00	22%	\$0	\$0	\$0	\$0	
1FWF	10lb Integrated Weighing for DM525 Series	\$1,995.00	\$1,596.00	20%	\$0	\$0	\$0	\$0	

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
P7W2/MP04	2 lb Integrated Weighing 30 lb Weighing Option for DM200L	\$500.00	\$176.00	65%	\$0	\$0	\$0	\$0
P7W3/JB77		\$2,595.00	\$2,076.00	20%	\$136	\$14	\$0	\$0
P7W5/MP04	5 lb Integrated Weighing 70 lb Weighing Option for DM200L	\$1,000.00	\$244.00	76%	\$0	\$0	\$0	\$0
P7W7/JB77		\$2,895.00	\$2,316.00	20%	\$136	\$14	\$0	\$0
1FW6/MP30	30lb Interfaced Platform	\$2,595.00	\$2,024.00	22%	\$114	\$12	\$0	\$0
1FW7/MP49	70 lb Interfaced Platform (DM300-DM1100)	\$2,895.00	\$2,316.00	20%	\$148	\$15	\$0	\$0
1FW8/MP49	149 lb Interfaced Platform (DM525-DM1100)	\$3,995.00	\$3,196.00	20%	\$148	\$15	\$0	\$0
MP0X/1FW1	DIFF WEIGHING 2-10LB DIFF WEIGHING 15- 30LB	\$195.00	\$126.00	35%	\$0	\$0	\$0	\$0
MP3X/1FW1		\$395.00	\$256.00	35%	\$0	\$0	\$0	\$0
MP4X/1FW1	DIFF WEIGHING 70LB	\$895.00	\$581.00	35%	\$0	\$0	\$0	\$0
MP5X/1FW1	DIFF WEIGHING 149LB DIFFERENTIAL	\$1,195.00	\$776.00	35%	\$0	\$0	\$0	\$0
1FZ0	WEIGHING	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Accounting Options								
1FAC	Accounting (10 Dept) Software for DM100	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAE	Accounting (50 Dept) Software for DM300/DM400	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAD	Enhanced Accounting (50 Dept) Software for DM100/DM200L	\$325.00	\$273.00	16%	\$0	\$0	\$0	\$0
1FA1	Basic Accounting DM200 (25 Dept) Software	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FA2	Enhanced Accounting DM200 (100 Dept) Software	\$595.00	\$500.00	16%	\$0	\$0	\$0	\$0
1FA3	Enhanced Accounting DM200 (300 Dept) Software	\$1,495.00	\$1,256.00	16%	\$0	\$0	\$0	\$0
1FAL	INVIEW 50 Accounts	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAM	INVIEW 100 Accounts	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAN	INVIEW 300 Accounts	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FA4	Budget Manager / Department Manager Accounting Package (500 accounts)	\$2,495.00	\$2,095.00	16%	\$0	\$0	\$0	\$0
1FA5	Budget Manager / Cost Management Package (1500 accounts)	\$2,995.00	\$2,516.00	16%	\$0	\$0	\$0	\$0
1FA7/1D00	Intelliview Subscription	\$395.00	\$331.00	16%	\$0	\$0	\$0	\$0
SVAR	INVIEW 100 DEPT ACCT UPGR	\$595.00	\$405.00	32%	\$0	\$0	\$0	\$0
SVAS	INVIEW 300 DEPT ACCT UPGR	\$1,495.00	\$1,286.00	14%	\$0	\$0	\$0	\$0
SVAT	INVIEW 300 DEPT ACCT UPGR	\$895.00	\$770.00	14%	\$0	\$0	\$0	\$0
BMFM	Funds Management Meter Activation DM Interfce for INVIEW	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
1FXA	WEB ACCOUNTING	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FXR	FUNDS MGMT METER FEATURE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
SFFK	BUDG MGR KIT DM300C-475	\$275.00	\$231.00	0%	\$0	\$0	\$0	\$0
SPMK	BUDG MGR KIT DM500- 1000	\$275.00	\$231.00	16%	\$0	\$0	\$0	\$0
SPPX	BUDGET MANAGER KIT INVIEW ACCTUPG BSC	\$385.00	\$323.00	16%	\$0	\$0	\$0	\$0
SV2A	DM500+ INVIEW ACCT UPG 100	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
SV3A	ACCT INVIEW ACCT UPG 300	\$1,295.00	\$1,087.00	16%	\$0	\$0	\$0	\$0
SV4A	ACCT INVIEW ACCT UPG 50	\$1,695.00	\$1,423.00	16%	\$0	\$0	\$0	\$0
SV5A	ACCT INVIEW ACCT UPG 100	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
SV6A	ACCT INVIEW ACCT UPG 300	\$795.00	\$405.00	49%	\$0	\$0	\$0	\$0
SV7A	ACCT	\$1,695.00	\$1,286.00	24%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
NV00	INVIEW MMS Set up Fee	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
NV99	INVIEW MMS BASE SOFTWARE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
NVAR	INVIEW Web Accounting	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
NVRT	INVIEW Reporting INVIEW Meter	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
NVCR	Consolidation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
NVWE	INVIEW Training	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
NVAA	INVIEW PRO SVC LEVEL1	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
NVAB	INVIEW PRO SVC LEVEL2	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
NVAC	INVIEW PRO SVC LEVEL3	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
NVAD	INVIEW PRO SVC LEVEL4	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
NVAE	INVIEW PRO SVC LEVEL5	\$1,795.00	\$1,507.00	16%	\$0	\$0	\$0	\$0
NVAF	INVIEW PRO SVC LEVEL6	\$3,495.00	\$2,935.00	16%	\$0	\$0	\$0	\$0
NVBA	INVIEW DEPLOYMENT SVC L1	\$295.00	\$247.00	16%	\$0	\$0	\$0	\$0
NVBB	INVIEW DEPLOYMENT SVC L2	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
NVBC	INVIEW DEPLOYMENT SVC L3	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
NVBD	INVIEW DEPLOYMENT SVC L4	\$1,495.00	\$1,255.00	16%	\$0	\$0	\$0	\$0
NVBE	INVIEW DEPLOYMENT SVC L5	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
SFTV	INTELLIVIEW INSTALL KIT	\$275.00	\$231.00	16%	\$0	\$0	\$0	\$0
Rates/Features								
1FX0	SmartClass Feature (DM900 WOW ONLY) Carrier Rate Package (Standard Rates: UPS, FedEx, Airborne, DHL) for DM525/DM575/DM825/D M925/DM1100	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
1FC0		\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
Options Upgrade								
ERCL	e-Return Receipt Reference Number Feature only DM550 WOW Upgrade	\$450.00	\$378.00	16%	\$0	\$0	\$0	\$0
SBZB	Module	\$6,840.00	\$5,246.00	23%	\$200	\$20	\$0	\$0
SBYD	DM575 WOW Module	\$4,995.00	\$3,030.11	39%	\$200	\$20	\$0	\$0
SBSY	DM8 Series WOW Module	\$4,995.00	\$2,632.58	47%	\$191	\$19	\$0	\$0
Installation/Training Kits								
F9DD	Confirmation Services Welcome Kit	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
F8DB	Additional DM Series Training	\$495.00	\$416.00	16%	\$0	\$0	\$0	\$0
F9PM	Permit Printing Professional Install	\$65.00	\$55.00	15%	\$0	\$0	\$0	\$0
F9PA	Permit Printing Professional Installation for Existing DM525- DM1100 Customers	\$99.00	\$84.00	15%	\$0	\$0	\$0	\$0
F8DA	Confirmation Services Training (DM825/925/1100)	\$65.00	\$55.00	15%	\$0	\$0	\$0	\$0
F9DA	Confirmation Services Training DM200-DM550	\$65.00	\$55.00	15%	\$0	\$0	\$0	\$0
F9SA	DM SERIES PROF INST (LV)	\$195.00	\$114.00	42%	\$0	\$0	\$0	\$0
F9SH	Professional Installation for DM100-DM300 w/ Conf Services	\$99.00	\$83.16	16%	\$0	\$0	\$0	\$0
F9SJ	DM100 Professional Installation	\$135.00	\$114.00	16%	\$0	\$0	\$0	\$0
Stands/Consoles								
N199	Integrated Scale Stand	\$95.00	\$80.00	16%	\$0	\$0	\$0	\$0
U7C1	Console with built in drop stacker for DM825/925	\$940.00	\$790.00	16%	\$0	\$0	\$0	\$0
F990009	DM Series Scale Stand	\$90.00	\$76.00	16%	\$0	\$0	\$0	\$0
Options/Attachments								

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ITEM	Description	2010 Com'l List Price	2010 WCSA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5 \$89	2010 Leased SLA Monthly Yr 2-5 \$9	2010 Annual SMA Yr 2-5 \$0	2010 Leased SMA Monthly Yr 2-5 \$0
SPY8	1E05 Laser Printer	\$795.00	\$668.00	16%				
SBZA	DM800 WOW Module (Aftermarket)	\$7,835.00	\$5,814.00	26%	\$191	\$19	\$0	\$0
SBDS	Dm Series Scanner for Confirmation Services (DM525DM1100)	\$795.00	\$668.00	16%	\$218	\$22	\$0	\$0
SVWA	DMD CONSOLE							
SVWB	W/SCALE STAND	\$1,395.00	\$1,171.00	16%	\$0	\$0	\$0	\$0
SVWC	BRIDGE DMD SERIES CONSOLE	\$345.00	\$289.00	16%	\$0	\$0	\$0	\$0
SVWD	DBL DRAWER/DOOR							
SVWE	LOCK KIT	\$695.00	\$583.00	16%	\$0	\$0	\$0	\$0
U7PS	SCALE STAND DMD							
U7DS	CONSOLE	\$245.00	\$205.00	16%	\$0	\$0	\$0	\$0
DJPS	DMD CONSOLE							
	W/CASTER KIT	\$1,295.00	\$1,087.00	16%	\$0	\$0	\$0	\$0
	Power Stacker for							
	DM825/925	\$1,630.00	\$1,369.00	16%	\$237	\$24	\$0	\$0
	Drop Stacker for DM925, DM1100	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	DM825 SERIES POWER STACK	\$1,630.00	\$1,369.00	16%	\$200	\$20	\$0	\$0
	Power Stacker Ramp Extension (Compatible with U7PS, DJPS, Power Stacker required for installation)	\$625.00	\$531.00	15%	\$0	\$0	\$0	\$0
USR1	PC TRANSFER UTILITY KIT	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
DM Series Options								
1FZ9	120LPM PERFORMANCE UPG	\$995.00	\$697.00	30%	\$0	\$0	\$0	\$0
ERCM	E-Return Receipt Reference Number (base package)	\$1,495.00	\$1,256.00	16%	\$218	\$22	\$0	\$0
ERCN	E-Return Receipt Reference Number (desktop only)	\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0
ERCP	E-Return Receipt Reference Number Feature + Scanner (
	Customer Has Existing Label Printer Solution)	\$1,245.00	\$1,046.00	16%	\$218	\$22	\$0	\$0
ERCR	e-Receipt Reference Number Package (without Scanner)	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
UXDL	PC Interface for DM200L- DM450C	\$795.00	\$668.00	16%	\$0	\$0	\$0	\$0
UXDM	PC Interface for DM525 and up	\$795.00	\$668.00	16%	\$0	\$0	\$0	\$0
UXDN	PC INTERFACE DATA EXCHANG	\$375.00	\$315.00	16%	\$0	\$0	\$0	\$0
J796038	Ascent Interface to Intellink DM300-DM1100 Interface for DM Series to DataPac 36/77	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
SBTP	(DM525DM1100)	\$895.00	\$752.00	16%	\$0	\$0	\$0	\$0
1E90002	USB HUB	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Confirmation Services Installation & Training								
CSAL	Constant Connection Activation Kit	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
CSAM	Confirmation Services Activation Kit (DM525- DM1100)	\$145.00	\$122.00	16%	\$0	\$0	\$0	\$0
CSAN	Confirmation services Activation Kit (DM100- DM450) -required when Add-on Subscriiption (Confirmation Services) is selected	\$99.00	\$83.00	16%	\$0	\$0	\$0	\$0
DM Series Upgrade Pricing								
DM100 Mailing System								
F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395.00	\$332.00	16%	\$0	\$0	\$0	\$0
F9P5	Upgrading from 2 LB to 5LB Weighing Feature on DM100i (P700)	\$245.00	\$205.80	16%	\$0	\$0	\$0	\$0
F9P6	Adding 5 LB Integrated Weighing Platform to DM100i (P700)	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
DM200L Mailing System								

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
F9L5	Upgrading from 2 LB to 5LB Weighing Feature on DM100I (P7L1)	\$295.00	\$247.80	16%	\$0	\$0	\$0	\$0
F9L9	Upgrading from 5 LB to 10 LB Weighing Feature on DM200I (P7L1)	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DM300L/DM400L Mailing Systems								
F9A2	Upgrade to 100 Dept Accts on 1P00/1A00	\$895.00	\$751.80	16%	\$0	\$0	\$0	\$0
F9G5	Upgrading from 2 LB to 5 LB Weighing Feature on DM300L, DM400L (1P00 W/G800)	\$295.00	\$247.80	16%	\$0	\$0	\$0	\$0
F9G6	Adding 5 LB Integrated Weighing Platform to DM300L DM400L (1P00 W/G800)	\$725.00	\$609.00	16%	\$57	\$6	\$0	\$0
F9G9	Upgrading from 5 LB to 10 LB Weighing Feature on DM300L, DM400L (1P00-W/DD00)	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DM200I DM300I & DM400L Mailing Systems								
F9W5	Adding 5 LB Integrated Platform to DM200I,DM300I DM400I, (1P00 w/DD00)	\$725.00	\$609.00	16%	\$57	\$6	\$0	\$0
F9W9	Upgrading from 5 LB to 10LB Weighing Feature on DM200I DM300I (1P00 w/DD00)	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
Non-IBI DM200&DM300								
F90M	Adding 100 Dept Accts w/PC Interface to Existing DM200, DM300 Non-IBI (F800/F900)	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
DM500-DM-DM1000 Mailing Systems								
F9A3	Upgrading to 300 Dept Accts on 1A00	\$1,495.00	\$1,255.80	16%	\$0	\$0	\$0	\$0
F9B1	Upgrade to 5LB to 15 LB Weighing (DM525/DM575)	\$1,135.00	\$953.40	16%	\$114	\$12	\$0	\$0
F9C0	Adding Carrier Rate Package (DM525/DM575)	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
F9B2	Upgrade to 15LB to 30LB Weighing (DM825)	\$995.00	\$835.80	16%	\$114	\$12	\$0	\$0
F9B3	Upgrade to 15 LB to 30 LB Weighing Feature (DM525DM1100)	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
F9B4	Excluding DM800I Upgrading to 70 LB Weighing (DM525-DM1100)	\$1,980.00	\$1,663.20	16%	\$148	\$15	\$0	\$0
F9B5	Upgrade to 149 LB Weighing (DM525-1100)	\$2,905.00	\$2,440.20	16%	\$148	\$15	\$0	\$0
F9XS	Adding SmartClass to DM925	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
Connect+ Series Pricing								
Connect+ Base Systems								
AZBA	Connect+ 1000 Series - Requires AZBE Must order either MW90007 or MSPS Subscription: M9SS	\$6,245.00	\$5,245.00	16%	\$240	\$19	\$0	\$0
AZBB	Connect+ 2000 Series - Requires AZBE Must order either MW90007 or MSPS Subscription: M9SS	\$11,245.00	\$9,455.00	16%	\$503	\$40	\$0	\$0
AZBC	Connect+ 3000 Series - Requires AZBE Must order either MW90007 or MSPS Subscription: M9SS Connect+ Series WOW - Requires AZBE & MW90007	\$10,995.00	\$9,235.00	16%	\$1,425	\$113	\$0	\$0
AZBD	Subscription: M9SS	\$16,995.00	\$14,275.00	16%	\$1,425	\$113	\$0	\$0
MSD1	Standard Apps Center	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0

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					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
MSD2	High Res Apps Center	\$895.00	\$751.00	16%	\$0	\$0	\$0	\$0
APSA	130 LPM Feature	\$0.00	\$0.00	0%	\$0	\$0		
APSB	160 LPM Feature	\$745.00	\$625.00	16%	\$0	\$0	\$0	\$0
APSC	180 LPM Feature	\$2,495.00	\$2,095.00	16%	\$0	\$0	\$0	\$0
APSD	130/70 LPM Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
APSE	160/190 LPM Feature	\$1,245.00	\$1,045.00	16%	\$0	\$0	\$0	\$0
APSF	180/110 LPM Feature	\$3,495.00	\$2,935.00	16%	\$0	\$0	\$0	\$0
APSG	160/100 LPM Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
APSH	210/130 LPM Feature	\$1,495.00	\$1,255.00	16%	\$0	\$0	\$0	\$0
APSJ	260/160 LPM Feature	\$5,995.00	\$5,035.00	16%	\$0	\$0	\$0	\$0
APSK	300/200 LPM Feature	\$12,995.00	\$10,915.00	16%	\$0	\$0	\$0	\$0
MW90007	Connect+ Drop Stacker	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
MSPS	Connect+ Power Stacker	\$1,695.00	\$1,423.00	16%	\$220	\$18	\$0	\$0
MW90806	Power Stacker Extension	\$395.00	\$331.00	16%	\$0	\$0	\$0	\$0
Connect+ Printers								
AZBE	Connect+ Mono Printer Connect+ 1000 Series Color Printer - Temporary	\$0.00	\$0.00	0%	\$292	\$23	\$0	\$0
AZBF	Promotion	\$2,495.00	\$2,095.00	16%	\$335	\$27	\$0	\$0
AZBL	Connect+ 2000 Series Color Printer - Point of Sale - Temporary Promotion	\$2,795.00	\$2,345.00	16%	\$335	\$27	\$0	\$0
AZBM	Connect+ 3000 Series Color Printer - Point of Sale - Temporary Promotion	\$3,245.00	\$2,725.00	16%	\$335	\$27	\$0	\$0
AZBN	Connect+ 1000 Series Color Printer Upgrade - When Available	\$3,695.00	\$3,100.00	16%	\$335	\$27	\$0	\$0
AZBJ	Connect+ 2000 Series Color Printer Upgrade - When Available	\$3,995.00	\$3,355.00	16%	\$335	\$27	\$0	\$0
AZBP	Connect+ 3000 Series Color Printer Upgrade - When Available	\$4,495.00	\$3,775.00	16%	\$335	\$27	\$0	\$0
APFB	Color Graphics Printing Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Information Management Options								
APA2	100 Dept Accounting	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
APA3	300 Dept Accounting	\$595.00	\$499.00	16%	\$0	\$0	\$0	\$0
APA4	500 Dept Accounting	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
APA5	1000 Dept Accounting	\$1,245.00	\$1,045.00	16%	\$0	\$0	\$0	\$0
APA7	2000 Dept Accounting	\$1,745.00	\$1,465.00	16%	\$0	\$0	\$0	\$0
APA9	3000 Dept Accounting	\$2,245.00	\$1,885.00	16%	\$0	\$0	\$0	\$0
BMZ1	Connect+ BM Interface - Requires 1FAH	\$995.00	\$836.00	0%	\$0	\$0	\$0	\$0
Weighing Options								
1FWV	5 lb Interfaced Weighing - Requires MW96000	\$1,645.00	\$1,381.00	16%	\$0	\$0	\$0	\$0
1FWW	10 lb Interfaced Weighing - Requires MW96000	\$2,045.00	\$1,717.00	16%	\$0	\$0	\$0	\$0
1FWX	15 lb Interfaced Weighing - Requires MW96000	\$2,345.00	\$1,969.00	16%	\$0	\$0	\$0	\$0
MW96000	15 lb. Scale Platform/Stand	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
MP30	15 / 30 lb Scale Platform	\$0.00	\$0.00	0%	\$118	\$9	\$0	\$0
MP49	70 / 150 lb Scale Platform	\$0.00	\$0.00	0%	\$152	\$12	\$0	\$0
Differential Weighing Options								
1FW1	Differential Weighing Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Connectivity Options								
MW97182	Wireless LAN Adaptor	\$145.00	\$121.00	17%	\$0	\$0	\$0	\$0
MW90705	Connect+ PC Meter Connect	\$145.00	\$121.00	17%	\$0	\$0	\$0	\$0
MW90701	100' LAN Cable	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
MW90702	Wireless LAN Bridge Kit	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
Connect+ Subscriptions								
M9SS	Connect+ Subscription	17/month	17/month		\$0	\$0	\$0	\$0
MSG5	Sprint 3G Subscription (90/qtr -CELL030R, CELL030L)	45/month	45/month		\$0	\$0	\$0	\$0
Confirmation Services / eRR								
MSDA	Connect+ VAS Training	\$95.00	\$79.00	17%	\$0	\$0	\$0	\$0
MW90008	Connect+ VBS Welcome Kit	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
F9ZZ	DM Series Label Printer	\$199.00	\$167.00	16%	\$0	\$0	\$0	\$0
Peripherals								
FTW48	Work Table, 48"	\$680.00	\$571.00	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
FTS60D	Closed Storage Table, 60"	\$1,230.00	\$1,033.00	16%	\$0	\$0	\$0	\$0
FTS72D	Closed Storage Table, 72"	\$1,365.00	\$1,146.00	16%	\$0	\$0	\$0	\$0
FTW60	Work Table, 60"	\$790.00	\$663.00	16%	\$0	\$0	\$0	\$0
FTW72	Work Table, 72"	\$900.00	\$756.00	16%	\$0	\$0	\$0	\$0
APFM	Connect+ Laser Printer Enabled	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
AZBG	Black Graphics Upgrade - Requires APFA	\$295.00	\$247.00	16%	\$0	\$0	\$0	\$0
MW90147	Wireless Keyboard	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
APFA	Black Graphics Printing Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Software Options								
1FR4	Connect+ USPS BRM Rates	\$495.00	\$416.00	16%	\$0	\$0	\$0	\$0
AZBK	Connect+ Energy Star Kit - Requires APFD	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
APFD	Energy Star Enabled	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Presort Xtra Options								
PS0F	Presort Xtra Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FR3	USPS Presort Xtra Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Postage Meter and Intellilink Subscription								
Postage Meter - Rates Monthly								
K7M0	MailStation Meter DM100 Postal Security Device	\$25.00	\$17.00	32%	\$0	\$0	\$0	\$0
P700	DM200L Postal Security Device	\$45.00	\$25.00	44%	\$0	\$0	\$0	\$0
P7L1	Intellilink Interface /PSD FOR DM300C/DM400C	\$45.00	\$35.00	22%	\$0	\$0	\$0	\$0
G900	DM525/DM575 Postal Security Device	\$50.00	\$35.00	30%	\$0	\$0	\$0	\$0
1M00	DM825-DM1100 Postal Security Device	\$75.00	\$55.00	27%	\$0	\$0	\$0	\$0
1M00	Connect+ Meter for Connect+ 1000 & 2000 Series Machines	\$99.00	\$65.00	34%	\$0	\$0	\$0	\$0
1W00	Connect+ Meter for Connect+ 3000 & WOW Series Machines	\$65.00	\$65.00	0%	\$0	\$0	\$0	\$0
1W00	I-BUTTON - POSTAL	\$99.00	\$99.00	0%	\$0	\$0	\$0	\$0
1P0A	KIOSK	\$100.00	\$100.00	0%	\$0	\$0	\$0	\$0
K705	Mailstation OMRS Meter - Gov't Only	N/A	\$28.00	N/A	\$0	\$0	\$0	\$0
P705	DM100 OMRS Meter - Gov't Only	N/A	\$39.00	N/A	\$0	\$0	\$0	\$0
P7L5	DM200L OMRS Meter - Gov't Only	N/A	\$60.00	N/A	\$0	\$0	\$0	\$0
G905	DM300C/DM400C OMRS Meter - Gov't Only	N/A	\$60.00	N/A	\$0	\$0	\$0	\$0
1M05	DM525-DM1100 OMRS Meter - Gov't Only	N/A	\$77.25	N/A	\$0	\$0	\$0	\$0
1R00	PSD DM SERIES	\$84.00	\$84.00	0%	\$0	\$0	\$0	\$0
1R0T	CYGNUS X3 PSD, TURBOJET U	\$84.00	\$84.00	0%	\$0	\$0	\$0	\$0
Inview MMS								
NVMA	INVIEW Single Meter	\$4.00	\$4.00	0%	\$0	\$0	\$0	\$0
NVMB	INVIEW up to 2 meters	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
NVMC	INVIEW up to 5 meters	\$15.00	\$15.00	0%	\$0	\$0	\$0	\$0
NVMD	INVIEW up to 20 meters	\$50.00	\$50.00	0%	\$0	\$0	\$0	\$0
NVME	INVIEW up to 50 meters	\$100.00	\$100.00	0%	\$0	\$0	\$0	\$0
NVMF	INVIEW up to 100 meters	\$150.00	\$150.00	0%	\$0	\$0	\$0	\$0
NVMG	INVIEW Unlimited meters	\$250.00	\$250.00	0%	\$0	\$0	\$0	\$0
Total Postage Management								
TPM1	TPM - up to 5 non PB Meters	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
TPM2	TPM - up to 20 non PB Meters	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
TPM3	TPM - up to 50 non PB Meters	\$33.00	\$33.00	0%	\$0	\$0	\$0	\$0
TPM4	TPM - up to 100 non PB Meters	\$42.00	\$42.00	0%	\$0	\$0	\$0	\$0
TPM5	TPM - unlimited non PB Meters	\$50.00	\$50.00	0%	\$0	\$0	\$0	\$0
Value Based Services								
ATR1	Postage Pass	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0

WCSA EPS050076-A2-2-A19 Pricebook
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ITEM	Description	2010 Com'l List Price	2010 WCSA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
ERR1	e-Return Receipt - 1M00	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
ERR2	e-RR Reference# Feature - 1M00	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
ERR3	e-Return Receipt Feature - G900	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
ERR4	e-RR Reference Number Feature -G900	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FER	e-Return Receipt Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FX3	Custom Messaging	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FX4	Time Date Stamping	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FS0	Confirmation Services	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FA7	Intelliview	\$395.00	\$331.00	16%	\$0	\$0	\$0	\$0
1FS1	Confirmation SVC/High Vol	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FS2	SPEC CONFIRMATION SVC	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FS4	USPS SPECIAL SVCS	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Postage by Phone + Option - Monthly, Intellilink								
K7M0	MailStation Series	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
P700 P7L1								
G900	DM100-DM400 Series	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
1M00	DM525-DM1100 Series	\$15.00	\$15.00	0%	\$0	\$0	\$0	\$0
Confirmation Services - Monthly and Intellilink								
7P00 7PL1								
G800	DM100-DM400 Series	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
G9SS	G900 Subscription Based Service	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
1D00	DM525-DM1100 Series	\$15.00	\$15.00	0%	\$0	\$0	\$0	\$0
Permit Printing-Monthlyand Intellilink								
1M04/ 1D04	Permit Printing Option DM525,DM575,DM925,D M1100	95/month	95/month	0%	\$0	\$0	\$0	\$0
PSL1	EPP SUBSCRIPTION LEVEL 1	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
PSL2	EPP SUBSCRIPTION LEVEL 2	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
PSL3	EPP SUBSCRIPTION LEVEL 3	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Special Meter-Monthlyand Intellilink								
1M0T/1A0T	Intellilink Interface/PSD for DM Infinity Series	\$84.00	\$84.00	0%	\$0	\$0	\$0	\$0
Electronic Return Receipt (requires addition of confirmation services)-Monthly Intellilink								
G9SS	DM300-DM400	\$21.00	\$21.00	0%	\$0	\$0	\$0	\$0
1D00	DM525-DM575 Series	\$25.00	\$25.00	0%	\$0	\$0	\$0	\$0
1D00	DM825-DM1100 Series	\$45.00	\$45.00	0%	\$0	\$0	\$0	\$0
Mail Openers								
DL01	DL50 Desktop Letter Opener	\$395.00	\$331.00	16%	\$38	\$4.00	\$0	\$0
DLA1	DL100 Letter Opener	\$1,995.00	\$1,675.00	16%	\$143	\$14.00	\$0	\$0
DLA2	DL200 Letter Opener	\$2,995.00	\$2,515.00	16%	\$203	\$20.00	\$0	\$0
Seminars								
DW90060	Mailstream Educational Seminar - 2 Hours	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
AWLS	E-LEARNING SEMINAR	\$149.00	\$126.00	15%	\$0	\$0	\$0	\$0
Arrival								
T5XE	Arrival XE Software standard Edition INCLUDES: T5F4 Screen Builder, T5F5 Power Act, T5RD Remote Diagnostics, T5FM Tracking Assistant Manifest Module, T5FD Tracking Asst Delivery Module, T5FR Tracking Asst Receiving Module, T514 Arrival Basic Application T	\$5,395.00	\$4,531.00	16%	\$0	\$0	\$412	\$39

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T5XC	Arrival XE Software Client Server Edition -5 Users Includes remote diagnostics modem 4 hours of on site training at host site and Arrival client licenses for 5 concurrent users. Requires Micorsoft SQL Server DBMS licenses for 5 users, See Arrival Client	\$13,750.00	\$11,550.00	16%	\$0	\$0	\$1,133	\$107
T5C3	Arrival XE C/S additional Client Licenses-Tier 1 (max 5) Additional Arrival Client Licenses for systems requiring concurrent users. Use with Arrival C/S Edition only (T5XC and T5U2)	\$500.00	\$255.00	49%	\$0	\$0	\$0	\$0
T5C4	Arrival XE C/S additional Client Licenses-Tier 2 unlimited Additional Arrival Client Licenses for systems requiring concurrent users. Use with Arrival C/S Edition only (T5XC and T5U2)	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
T5R0	Arrival Customer Loyalty Package Existing Leasing Cutomers only-Includes Arrival XE Software (T5XE) Celeron PC AND Monitor.	\$5,395.00	\$4,531.80	16%	\$256	\$26	\$305	\$29
T5P7	LobbyTrac Workstation - 2 Ghz Celeron PC Package for Windows XP	\$4,595.00	\$3,859.80	16%	\$462	\$44	\$0	\$0
Computers								
T5P3	1.8Ghz Celeron PC Package for Windows 2000	\$2,195.00	\$1,843.80	16%	\$256	\$26	\$0	\$0
T5P4	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795.00	\$2,347.80	16%	\$256	\$26	\$0	\$0
Monitor								
T885035	Compaq 17 inch Flat Panel Display	\$699.00	\$587.16	16%	\$0	\$0	\$0	\$0
Arrival Law Enforcement Options								
T5LE	Arrival Law Enforcement - Software Only	\$3,450.00	\$2,899.00	16%	\$0	\$0	\$305	\$29
T5LP	Arrival Law Enforcement Peripheral Package. Incl Software, J781 Scanner, J620 Graphis Printer, Counter Signature Pad	\$6,495.00	\$5,455.80	16%	\$225	\$22	\$305	\$29
T5LX	Arrival Law Enforcement turnKey Package Incl. Software, T5P3 Celeron PC, 15" Flat Panel Monitor, J781 Scanner, J620 Graphics Printer, Counter Signature Pad	\$8,495.00	\$7,138.00	16%	\$481	\$48	\$0	\$0
T52C	Arrival Law Enforcement Client Server Edition - 5 Users	\$11,000.00	\$9,240.00	16%	\$0	\$0	\$1,133	\$107
T52D	Arrival Law Enforcement Client Server Edition - 10+ Users	\$17,000.00	\$14,280.00	16%	\$0	\$0	\$1,648	\$155
Lobbytrac Software								
T5L1	LobbyTrac Turnkey Package	\$7,395.00	\$6,211.80	16%	\$462	\$46	\$412	\$39
T5L3	LobbyTrac Software Only	\$2,825.00	\$2,373.00	16%	\$0	\$0	\$412	\$39
Software only systems								
T52P	Special: Arrival client Server 5 Client System	\$10,400.00	\$8,736.00	16%	\$0	\$0	\$1,133	\$107
Remote Site & Upgrade Options								

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T591	ARRIVAL C/S Remote Site ID Pack (Maximum of 5) Inc. User Manual and Installation documentation for remote sites. Must order one T591 per remote location connect ed to an Arrival C/S system. Must order T5MS Remote Site identification on Arrival Software Ag	\$75.00	\$63.00	16%	\$0	\$0	\$0	\$0
T518	Arrival C/S Remote Site Installation & Training. Incls. Arrival C/S Remote Software and up to 4 hours of training at remote site. Must order one T518 per remote location connected to an Arrival C/S system.	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$0	\$0
T5MS	Arrival C/S Multi-Site Identification. Must order 1 per remote site	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Optional Software Features								
T5F2	Background Import feature	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5F3	File link / scan link / global	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5F8	ODBC Integration	\$1,995.00	\$1,675.80	16%	\$0	\$0	\$0	\$0
T5FB	Scale Interface Feature	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5FE	Printer Interface (Must be ordered with T538 printer)	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T5FF	Imaging Feature	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
T5FM	Manifest Module (Can only be used with J580/J581 Scanner)	\$1,195.00	\$1,003.80	16%	\$0	\$0	\$0	\$0
T5VT	Visitor Tracking Feature	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5FW	Arrival Web Module	\$2,995.00	\$2,515.80	16%	\$0	\$0	\$0	\$0
T5FG	Arrival Web is an optional feature for Arrival C/S Edition that extends the capabilities to add packages to the systems and change package status location. Does not support specialized functionally including thermal label image capture	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
T5PR	Route Activity Logging Feature	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
Network Options								
T5NL	MAIL CTR	\$500.00	\$420.00	16%	\$0	\$0	\$0	\$0
T5F1	PRODUCTIVITY REP	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
Printers								
T531	Multi-Workstation Network License (for customer-provided network environments) - Order one license per ARRIVAL workstation connected to a customer's network. Not needed for a single Arrival Workstations connected to a network. An additional license is nee	\$2,195.00	\$1,843.80	16%	\$0	\$0	\$0	\$0
T534	NetQuery Option (Must order (1) T5NL beyond number of processing stations for NetQuery)	\$695.00	\$583.80	16%	\$89	\$9	\$0	\$0
T536	J683 High Speed Thermal 4" Laser Printer	\$995.00	\$835.80	16%	\$122	\$12	\$0	\$0

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					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T544	2" Graphis Printer	\$395.00	\$331.80	16%	\$42	\$5	\$0	\$0
T896001	External USB Adapter	\$275.00	\$231.00	16%	\$0	\$0	\$0	\$0
TS47	LobbyTrac Color Badge Printer	\$159.00	\$133.56	16%	\$0	\$0	\$0	\$0
Portable Data Terminals								
T538	Arrival Belt Printer	\$1,385.00	\$1,088.00	21%	\$93	\$10	\$0	\$0
T790002	Four Bay Cradle Kit for T741 Tracking Assistant	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
T790004	Single Bay Cradle Kit for T741 Tracking Assistant	\$475.00	\$399.00	16%	\$0	\$0	\$0	\$0
T5WC	Wireless Connect for Tracking Assistant Plus	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
J540	Win Mobile Counter Signature Pad (direct computer serial attachment)	\$1,995.00	\$1,675.80	16%	\$0	\$0	\$0	\$0
J542	Counter Signature Pad	\$1,995.00	\$1,675.80	16%	\$0	\$0	\$0	\$0
J596025	Wireless Access Point (for use with J595 TA)	\$1,395.00	\$1,171.80	16%	\$0	\$0	\$0	\$0
J596035	Four Bay Ethernet Cradle for J594 Tracking Assistant	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
J596021	Single Bay USB/Serial Cradle for J594 Tracking Assistant	\$475.00	\$399.00	16%	\$0	\$0	\$0	\$0
J596023	4 Slot Battery Charger for Tracking Assistant Plus	\$1,425.00	\$1,197.00	16%	\$0	\$0	\$0	\$0
J596024	Battery Adaptors (Kit of 2) for J592/J595 TA Plus	\$350.00	\$233.00	33%	\$0	\$0	\$0	\$0
Tracking Assistants								
J594	Tracking Assistant Plus WinCE5.0 Device	\$2,495.00	\$1,695.00	32%	\$254	\$26	\$0	\$0
T741	Tracking Assistant Plus Win Mobile	\$3,495.00	\$2,545.00	27%	\$254	\$26	\$0	\$0
T790003	Tracking Assistant Plus Win Mobile Battery Adapter	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T590009	4 Bay EtherNet Docking Cradle (for use with multiple J580's or J582s and Network Sync)	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
T530	J776 Non Contact keyboard wedge scanner	\$1,495.00	\$1,255.80	16%	\$164	\$15	\$0	\$0
T539	Arrival Cordless Scanner	\$2,295.00	\$1,927.80	16%	\$218	\$22	\$0	\$0
T542	J774 Scanner	\$2,400.00	\$2,016.00	16%	\$164	\$17	\$0	\$0
T543	Arrival Web Cam (718-5)	\$245.00	\$205.80	16%	\$0	\$0	\$0	\$0
System Accessories								
TS10	Power Gummed Tape Disp	\$895.00	\$751.80	16%	\$0	\$0	\$0	\$0
TS11	Manual Gummed Tape Disp	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
TS14	J693 4" Continuous Labels Supply Case	\$260.00	\$218.40	16%	\$0	\$0	\$0	\$0
TS22	Anti Fatigue/Anti Static Mat 3x5	\$140.00	\$117.60	16%	\$0	\$0	\$0	\$0
TS23	Data Vac	\$83.00	\$69.00	17%	\$0	\$0	\$0	\$0
TS30	J693 4" Continuous Thermal Direct Labels Supply Case	\$240.00	\$201.60	16%	\$0	\$0	\$0	\$0
TS31	J645 Continuous Thermal Direct Labels Supply Case	\$140.00	\$117.60	16%	\$0	\$0	\$0	\$0
TS32	J692 Continuous Thermal Direct Labels Supply Case	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
TS33	J530 2" Continuous Thermal Direct Labels Supply Case	\$73.00	\$61.32	16%	\$0	\$0	\$0	\$0
TS34	J779 Spare Battery	\$113.00	\$94.92	16%	\$0	\$0	\$0	\$0
TS35	J530 Spare Battery	\$88.00	\$73.00	17%	\$0	\$0	\$0	\$0
TS36	J530 Soft Carry Case	\$77.00	\$64.00	17%	\$0	\$0	\$0	\$0
TS37	J530 Belt - Soft Carry Case	\$9.00	\$7.00	22%	\$0	\$0	\$0	\$0
TS39	J779 Holster	\$90.00	\$75.00	17%	\$0	\$0	\$0	\$0

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TS40	928-7 Multi Function Badges for Ink Jet Printers and LobbyTrac	\$70.00	\$58.00	17%	\$0	\$0	\$0	\$0
TS41	928-8 J620 Adhesive Badge Stock, 2x4 badge 750 badges per box	\$70.00	\$58.00	17%	\$0	\$0	\$0	\$0
TS42	928-9 J620 Non- Adhesive Badge Stock 2x4 badge 750 per box	\$69.00	\$57.00	17%	\$0	\$0	\$0	\$0
TS44	718-9 1 Day Self Expiring Security Stickers, 300 per box	\$109.00	\$91.00	17%	\$0	\$0	\$0	\$0
TS55	BELT CLIP REPLACEMENT	\$20.00	\$16.80	16%	\$0	\$0	\$0	\$0
TS56	BATTERY REPLACEMENT	\$125.00	\$105.00	16%	\$0	\$0	\$0	\$0
TS57	SCREEN PROTECTOR REPLACE	\$35.00	\$29.40	16%	\$0	\$0	\$0	\$0
TS58	HOLSTER/STRAP FOR T/A	\$72.00	\$60.48	16%	\$0	\$0	\$0	\$0
Installation Projects								
T6P0	INSTALLATION PROJECT Install. Project Incls basic install and config of software system and hardware plus integration and configuration as defined in the Statement of Work. Up to One Day	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T6P1	Same as T6P1 but Up to 2 Days	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T6P2	Same as T6P1 but Up to 4 Days	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
T6P3	Same as T6P1 but Up to 6 Days	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
T6P4	Same as T6P1 but Up to 8 Days	\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0
T6P5	Same as T6P1 but Up to 12 Days	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
T6P6	Same as T6P1 but Up to 16 Days	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
T6P7	Same as T6P1 but Up to 28 Days	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
T6P8	Same as T6P1 but Up to 40 Days	\$39,200.00	\$32,928.00	16%	\$0	\$0	\$0	\$0
T6P9	Same as T6P1 but Up to 40 Days	\$56,000.00	\$47,040.00	16%	\$0	\$0	\$0	\$0
Professional Services								
T513	Install Software on Customers PC. Req if installing ARRIVAL on cust provided PC. Include one charge per PC.	\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0
T514	Additional Basic Operator Training - 4 hours on site. Order if needed for additional trainee's or special application.	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T515	PROFESSIONAL SERVICES	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T516	Special Services	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
T517	Consulting Services	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
T537	Arrival Live Application Support	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
Project Management								
T5M1	Arrival Project Management	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5M2	Arrival Project Management	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
T5M3	Arrival Project Management	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
T5M5	Arrival Project Management	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
T5M6	Arrival Project Management	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
T5M7	Arrival Project Management	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
Express Software Option								

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T54A	Arrival Express Plus Software Includes remote diagnostics and unlimited transactions also includes upt one day of installation services and 4 hours of on-site training Requires T513 if installing on a customer provided PC	\$2,295.00	\$1,865.00	19%	\$0	\$0	\$206	\$20
T54B	Arrival Express Plus Basics Package Includes Arrival Express PLUS Software J583 PDT Tracking Assistant and minum professional services	\$4,995.00	\$4,195.80	16%	\$254	\$26	\$206	\$20
T54C	Arrival Express Plus Software Includes remote diagnostics and unlimited transactions also includes up to one day of installation services and 4 hours of on-site training.	\$8,495.00	\$1,865.00	78%	\$674	\$67	\$206	\$20
T54D	Arrival Express Plus Basics w/ J583 Tracking Assistant and J782	\$6,295.00	\$1,865.00	70%	\$418	\$41	\$206	\$20
T54X	ARRIVAL EXPRESS PLUS	\$2,770.00	\$2,330.00	16%	\$0	\$0	\$206	\$20
T540	Arrival Express Software	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
TNPB	Standard Arrival Software	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Express Optional Software Features								
T5EN	Email Notification	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
Ascent								
T2SL	Site license for Desktop Express Plus	\$1,650.00	\$1,402.00	15%	\$0	\$0	\$0	\$0
Ascent Software Only Systems								
T2B3	PM300 STARTER PKG	\$5,995.00	\$4,028.00	33%	\$243	\$24	\$682	\$65
T2P3	Ascent PM300 - 3 Carrier Solution	\$4,995.00	\$3,356.00	33%	\$0	\$0	\$682	\$65
T2P4	Ascent PM400 - 4 Carrier Solution	\$6,195.00	\$4,196.00	32%	\$0	\$0	\$682	\$65
T2PP	Package Manager Plus Ascent PM1000 - All	\$7,395.00	\$4,952.00	33%	\$0	\$0	\$1,111	\$105
T2PX	Carrier Soltuin & Integration	\$12,495.00	\$8,396.00	33%	\$0	\$0	\$1,270	\$120
T2P1	Ascent PM 100-USPS ONLY	\$4,195.00	\$2,683.80	36%	\$0	\$0	\$0	\$0
T2PT	PM100 POST MGR W/PC/PRTR	\$10,295.00	\$6,930.00	33%	\$345	\$26	\$0	\$0
T2R0	Ascent PM300 - Customer Loyalty License	\$4,995.00	\$3,395.00	32%	\$256	\$26	\$682	\$65
T2R1	Ascent PM400 - Customer Loyalty License	\$6,195.00	\$4,196.00	32%	\$256	\$26	\$682	\$65
T2R2	Ascent PM500 - Customer Loyalty License	\$8,695.00	\$5,876.00	32%	\$256	\$26	\$1,004	\$95
T2R3	Ascent PM1000 - Customer Loyalty License	\$12,395.00	\$8,396.00	32%	\$256	\$26	\$1,377	\$130
SPMS	Package Manager System (USPS, UPS, FedEx rates), T125 PC with Flat Screen Monitor, 100 lb Scale, IntelliLink Interface, Installation/Training (Max Term = 54 months)	\$9,995.00	\$6,678.00	33%	\$377	\$36	\$0	\$0

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	ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
						2010 Annual SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5	2010 Leased SMA Monthly Yr 2-5
Carriers USPS	SPMJ	Package Manager System (USPS, UPS, FedEx rates), T125 PC with Flat Screen Monitor, 100 lb Scale, J645 Label Printer, 1E05 Laser Printer, IntelliLink Interface, Installation/Training (Max Term = 54 months)	\$11,495.00	\$7,770.00	32%	\$588	\$57	\$0	\$0
	T215	USPS Domestic Rate Bundle - Zip to ZONE, Domestic Express, Book and Library; 1st/Std. A Single Piece, Std. B Parcel Post & Priority	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T216	USPS International Raate Bundle	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T217	USPS Automation/Non=Automa tion Rate Bundle	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T209	USPS Standard A Bulk Manifesting	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T218	USPS Mixed Mail Manifest	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T265	USPS Standard A Non- Profit Service	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T219	USPS Drop Shipment Points - Max.of 28 allowed. (Meter Cust.) charge for each point. (must also order T243- T220) Include origin ZIP Code for each point with order. Not available for Alaska or Hawaii.	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
	T290	USPS Manifesting Drop Shipment Points (Manifest Customer)- Charge for each point. Include origin ZIP Code for each point with order, maximum of 28	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
	T245	USPS 4th Class DBMC Manifesting (required for T218)	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T271	USPS International Manifesting	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T2MM	USPS EXPRESS MAIL MFST	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T242	USPS ZIP TO ZONE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T230	Fed Ex On Site Server Bundle - Provides for domestic and International processing, label printing & electronic connection. *Must choose T158 FedEx Server with Monitor or T159 FedEx Server w/ Switch View A/B box; J644 Printer not Compatible	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
FED-EX	T221	Fedex Ground Multi- Weight	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T243	Fedex Ground Zip to Zone	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T289	FEDEX OS SERVER DROP SHIP	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
	T210	UPS Standard Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T211	UPS Hundredweight Rate Bundle	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T212	UPS Non-Manifested Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	T212	UPS Non-Manifested Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T246	UPS Online Plus for PLD Electronic Manifesting UPS Drop Shipment Points - charge for each point. Include origin Zip Code for each point with order, maximum of 28 allowed.	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T213	UPS Contract Rates	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
T214		\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
DHL								
T291	DHL Plus Drop Ships (up to 28 allowed)	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
T293	DHL MIGRATION SW	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
DHL/AIRBORNE Combined								
T2DH	DHL/Airborne Legacy module	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Other Carriers								
T286	SPEEDEE DELIVERY SERVICE	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
Ascent Multi-Workstation Network License								
	Multi-Workstation Network License (for customer-provided network environments) - Order one license per Ascent workstation connected to a customer's network. Not needed for a single Ascent workstation connected to a network. An additional license is needed							
T110		\$750.00	\$425.00	43%	\$0	\$0	\$0	\$0
Software Upgrade Options								
T1PC	Plus Carrier Enabler - Upgrade to Ascent MC Integration Enabler - Upgrade to PB1000	\$4,600.00	\$3,864.00	16%	\$0	\$0	\$0	\$0
T1NT		\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0
Software Integration Options								
T116	DDX Link (Display Data Exchange) Your order must include one of the appropriate Installation Projects (T4P1-9) ODBC Link (Open Database Connection). Your order must include one of the appropriate Installation Projects (T4P1-9)	\$1,995.00	\$1,676.00	16%	\$0	\$0	\$0	\$0
T118		\$1,295.00	\$1,088.00	16%	\$0	\$0	\$0	\$0
Optional Software Features								
	Certified Mail Label Feature - Sale Only - Requires Dedicated 1E03 or J645 (Certified Mail Subscription -Lease Customers @ \$29/month - PCN T2CS)							
T2CM		\$895.00	\$420.00	53%	\$0	\$0	\$0	\$0
T2AC	STREETSMART ADDR	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T2AF	CLEANSNG RDI Feature	\$795.00	\$668.00	16%	\$0	\$0	\$0	\$0
T101	Additional Carrier Log-1 (3 included) - maximum of 20	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
T102	Additional Custom Programmable Carrier- 1 (3 included) - maximum of 20	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
	LTL Customer Programmable Carrier - Order as many as needed up to 20 Max.							
T103	EACH	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T104	HazMat	\$950.00	\$798.00	16%	\$0	\$0	\$0	\$0
	Differential Weighing (Offweight) can be used for all carriers. Not available with T312 - 200 lb scale.							
T105		\$500.00	\$420.00	16%	\$0	\$0	\$0	\$0
T2EM	E-Mail Notification	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WCSA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T113	ATE SHO	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T196027	ASCENT SOFTWARE							
T2ER	METER INT	\$295.00	\$247.80	16%	\$0	\$0	\$0	\$0
T2EU	E-RR SUBSCRIPTION	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T2SA	E-RETURN RECEIPT	\$1,895.00	\$1,591.80	16%	\$0	\$0	\$0	\$0
	SECURE ARCHIVE							
	SUBSCRIPTN	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Installation Projects								
T4P0	Installation Project	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
	Install and configure all PB hardware, basic system configuration, totaling up to one day of on-site Installation service --- MINIMUM							
T4P1	REQUIRED	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 2 days on-site							
T4P2	installation service.	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 4 days on-site							
T4P3	installation service.	\$5,600.00	\$4,707.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 6 days on-site							
T4P4	installation service.	\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 8 days on-site							
T4P5	installation service.	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 12 days on-site							
T4P6	installation service.	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 16 days on-site							
T4P7	installation service.	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 28 days on-site							
T4P8	installation service.	\$39,200.00	\$32,928.00	16%	\$0	\$0	\$0	\$0
	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 40 days on-site							
T4P9	installation service.	\$56,000.00	\$47,040.00	16%	\$0	\$0	\$0	\$0
Project Management								
T4M1	Ascent Project							
	Management	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4M2	Ascent Project							
	Management	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
T4M3	Ascent Project							
	Management	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
T4M5	Ascent Project							
	Management	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
T4M6	Ascent Project							
	Management	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
T4M7	Ascent Project							
	Management	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
Professional Services								

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					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T413	Install Software on Customers PC. Required if installing ASCENT on a cust provided PC. Include one charge per PC.	\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0
T414	Basic Operator Training - 4 hours On-Site	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T415	Advanced Operator Training - 4 hours On-Site	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T427	Consulting Services (Per Day Charge)	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
T430	Special Services	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
T437	Ascent Live Application Support	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T434	Integration Client Billing	\$2,600.00	\$2,210.00	15%	\$0	\$0	\$0	\$0
Computers								
T124	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795.00	\$2,347.80	16%	\$256	\$26	\$0	\$0
T125	1.8Ghz Celeron PC Package for Windows 2000	\$2,195.00	\$1,843.80	16%	\$256	\$26	\$0	\$0
Scales								
T310	JN75 100 lb. TableTop Scale	\$1,195.00	\$1,003.80	16%	\$121	\$12	\$0	\$0
T312	JN64 150 lb. RollerTop Scale	\$1,695.00	\$1,423.80	16%	\$170	\$17	\$0	\$0
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695.00	\$1,423.80	16%	\$173	\$17	\$0	\$0
Printers								
T316	J676 Forms Printer (Airbill, COD, HazMat)	\$1,195.00	\$1,003.80	16%	\$122	\$12	\$0	\$0
T319	J692 4" Adhesive Label Printer	\$2,195.00	\$1,843.80	16%	\$0	\$0	\$0	\$0
T321	J624 Laser Printer	\$695.00	\$583.80	16%	\$89	\$9	\$0	\$0
T322	J645 4" Label Printer	\$995.00	\$835.80	16%	\$122	\$12	\$0	\$0
Bar Code Scanners								
T320	J776 Non-Contact Programmable Wedge Scanner	\$1,495.00	\$1,255.80	16%	\$164	\$15	\$0	\$0
T330	ShipRequest Software, Two Dimensional Scanner & Scan Link	\$1,750.00	\$1,470.00	16%	\$183	\$18	\$0	\$0
T331	ShipRequest Software, Two Dimensional Scanner	\$1,750.00	\$1,470.00	16%	\$183	\$18	\$0	\$0
T332	J775 Two Dimensional Scanner	\$2,400.00	\$2,016.00	16%	\$183	\$18	\$0	\$0
T339	Ascent Cordless Scanner	\$2,295.00	\$1,927.80	16%	\$218	\$22	\$0	\$0
T196003	ShipRequest Multi-Pack (5 CD's)	\$125.00	\$105.00	16%	\$0	\$0	\$0	\$0
Miscellaneous								
J796029	Factory Installed PCI Client Network Card - COAX CABLE	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
J796027	Field Installable PCI Client Network Card - COAX CABLE ONLY	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
J796025	Scanner Stand	\$144.00	\$120.96	16%	\$0	\$0	\$0	\$0
T896006	32 MB SDRAM	\$175.00	\$147.00	16%	\$0	\$0	\$0	\$0
JN96002	Base Mount Display Kit for JN75 Scale	\$160.00	\$134.40	16%	\$0	\$0	\$0	\$0
JB96002	Base Mount Display Kit for JB64 and JB67 Scales	\$160.00	\$134.40	16%	\$0	\$0	\$0	\$0
VS96030	METER INTERFACE EXPANSION	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
TS1A	Crystal Report Run Time License	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
Accounting System								
Site Options								
BMAS	Package Manager Interface to Business Manager	\$695.00	\$583.80	16%	\$0	\$0	\$0	\$0
1FAH	IntelliLink Software Feature Code	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z690034	Secondary Network Card for Data Transfers	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
Administrative Options								

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					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
General Options	Business Manager							
	BM52 Remote Workstation	\$5,895.00	\$4,951.80	16%	\$270	\$20	\$700	\$66
	Business Manager							
	Administrative							
	BM60 Workstation	\$3,250.00	\$2,730.00	16%	\$270	\$20	\$325	\$31
	BUSINESS MANAGER							
	BMPC PC	\$2,795.00	\$2,347.00	16%	\$248	\$25.00	\$0	\$0
	High Volume Laser							
	Printer	\$1,360.00	\$1,142.40	16%	\$143	\$0	\$0	\$0
	Barcode Scanner for PC							
Funds Management	BM42 Data Collector	\$1,495.00	\$1,255.80	16%	\$268	\$27	\$0	\$0
	Barcode Scanner for							
	Budget Manager and							
	BM44 Business Manager	\$1,495.00	\$1,255.80	16%	\$111	\$11	\$0	\$0
	BM41 Receipt Printer	\$1,045.00	\$877.80	16%	\$122	\$12	\$0	\$0
	Crystal Reporting (Latest							
	BM45 Retail Version)	\$199.00	\$167.16	16%	\$0	\$0	\$0	\$0
	Monitor Stand	\$450.00	\$378.00	16%	\$0	\$0	\$0	\$0
	Funds Mgmt Feature							
	Enabled (Master and							
Interfaces	Z6FM Client Host)	\$1,195.00	\$1,003.00	16%	\$0	\$0	\$0	\$0
	DM SERIES INTF							
	BMX1 DM500-1000	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
	BMX2 BM DM500+	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	INTERFACE							
	BMC1 DM SERIES INTERFCE	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
	DM300C							
	BMC2 BM DM300/400	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	INTERFACE							
	BMT1 BM DM INFINITY	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
Other Options	BMT2 INTERFACE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
	Upgrade to Business							
	BMSW Manager SQL Edition	\$4,255.00	\$3,574.20	16%	\$0	\$0	\$0	\$0
	Upgrade to SQL Editions							
	BMSU for Current Customers	\$4,895.00	\$4,111.80	16%	\$0	\$0	\$0	\$0
	BUSINESS MANAGER							
	BMS1 HOST SW	\$8,995.00	\$7,555.00	16%	\$74	\$1	\$114	\$11
	BUSINESS MGR							
	BMS2 WORKSTATION	\$3,250.00	\$2,730.00	16%	\$86	\$11	\$624	\$59
	CLIENT HOST							
Business Manager to DM Infinity	BMS3 SOFTWARE ONLY	\$1,995.00	\$1,675.00	16%	\$86	\$11	\$624	\$59
	Infinity Interface Includes							
	BM48 Data Collector	\$4,995.00	\$4,195.80	16%	\$270	\$20	\$190	\$18
	Infinity and Data							
	BM47 Collection	\$4,995.00	\$4,195.80	16%	\$561	\$56	\$0	\$0
	BM65 6500 Upgrade to Infinity	\$895.00	\$751.80	16%	\$0	\$0	\$0	\$0
	Ethernet 4 Port Hub	\$265.00	\$222.60	16%	\$0	\$0	\$0	\$0
	Ethernet 16 Port Hub	\$625.00	\$525.00	16%	\$0	\$0	\$0	\$0
	Ethernet Cable 14 Ft	\$45.00	\$37.00	18%	\$0	\$0	\$0	\$0
	Ethernet Cable 25 Ft	\$45.00	\$37.00	18%	\$0	\$0	\$0	\$0
SIP/SOW Required Options	Z690005 Ethernet Cable 100 Ft	\$205.00	\$172.20	16%	\$0	\$0	\$0	\$0
	Z690006 Ethernet Cable 250 Ft	\$310.00	\$260.40	16%	\$0	\$0	\$0	\$0
	Kit, Data Coll to Galaxy							
	Z690012 meter	\$310.00	\$260.40	16%	\$0	\$0	\$0	\$0
	Kit, Data Coll to Integra							
	Z690014 scale	\$105.00	\$88.20	16%	\$0	\$0	\$0	\$0
	Kit, J050 Business							
	Z690017 Manager Extension cable	\$105.00	\$88.20	16%	\$0	\$0	\$0	\$0
	Business Manager							
	Operator Training - up to							
Professional Services	BMH1 4 hours	\$520.00	\$436.80	16%	\$0	\$0	\$0	\$0
	Business Manager Data							
	BMH3 Conversion Services	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
	Dedicated Installation							
	MFP1 Support - Level 1	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
	Dedicated Installation							
	MFP2 Support - Level 2	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
	Dedicated Installation							
	MFP3 Support - Level 3	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
	Dedicated Installation							
	MFP4 Support - Level 4	\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
MFP5	Dedicated Installation Support - Level 5	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
MFP6	Dedicated Installation Support - Level 6	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
MFP7	Dedicated Installation Support - Level 7	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
MFP8	Dedicated Installation Support - Level 8	\$33,222.00	\$27,906.48	16%	\$0	\$0	\$0	\$0
BMP0	Business Manager Project Management	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
BMP1	Business Manager Project Management - Level 1	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
BMP2	Business Manager Project Management - Level 2	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
BMP3	Business Manager Project Management - Level 3	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
BMP4	Business Manager Project Management - Level 4	\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0
BMP5	Business Manager Project Management - Level 5	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
BMP6	Business Manager Project Management - Level 6	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
BMP7	Business Manager Project Management - Level 7	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
BMP8	Business Manager Project Management - Level 8	\$39,200.00	\$28,728.00	27%	\$0	\$0	\$0	\$0
BMP9	Business Manager Project Management - Level 9	\$56,000.00	\$47,040.00	16%	\$0	\$0	\$0	\$0
BMPD	BM PC SPECIAL	\$995.00	\$835.00	16%	\$248	\$25	\$0	\$0
BMUP	BM 6.0 UPGRADE XP BUSINESS MGR	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
BMWA	INVIEW FEATR	\$295.00	\$247.00	16%	\$0	\$0	\$0	\$0
PC Upgrade Options								
Z6C3	Host / Client Host Upgrade to Windows XP / 5.5	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z6C4	ADMIN/REPORT/DATA COLL UP	\$798.00	\$670.00	16%	\$0	\$0	\$0	\$0
Z6C5	BUS MGR SW UPG FR V 3.0	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z6V4	BUS MGR SW UPG FR V3.2-5.	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z6V5	BUS MGR SW UPG FR V4.0-5.	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Addressing								
Smartmailer Software for Windows								
WSM7	SmartMailer 7 for Windows CD Format Includes Main Program and National Postal Coding, Presort, Dup Detect, Art Mania, Envelope Designer Plus SmartMailer 7 Premium Edition for Windows DVD Format Includes Main Program and National Postal Coding, Presort, Dup Detect, DPV,ELOT,LACS, Geocoding	\$400.00	\$280.00	30%	\$0	\$0	\$1,050	\$99
WSPR	VeriMove Net for SmartMailer 7, SmartMailer 7	\$600.00	\$504.00	16%	\$0	\$0	\$1,585	\$149
WMP1	VeriMove Net for 36,000 Records Processed	\$324.00	\$259.00	20%	\$0	\$0	\$0	\$0
WMP2	VeriMove Net for 360,000 Records Processed	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$0	\$0
WMP3	VeriMove Net for 900,000 Records Processed	\$3,600.00	\$3,024.00	16%	\$0	\$0	\$0	\$0
WMP4	VeriMove Net for 10,000 Records Processed	\$100.00	\$84.00	16%	\$0	\$0	\$0	\$0

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						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
WMPU	VeriMove Net Unlimited Subscription	\$200.00	\$168.00	16%	\$0	\$0	\$840	\$79
WS83	VERIMOVE TRAINING SERVICE	\$435.00	\$365.00	16%	\$0	\$0	\$0	\$0
Smartmailer 7 Software Options								
WSEL	Enhanced Line of Travel (ELOT)	\$99.00	\$83.16	16%	\$0	\$0	\$415	\$39
Track My Mail								
MTS1	PRECISIONTRK 4SM TIER1	\$595.00	\$499.00	16%	\$0	\$0	\$1,907	\$179
MTS2	PRECISIONTRK 4SM TIER2	\$845.00	\$709.00	16%	\$0	\$0	\$2,663	\$250
MTS3	PRECISIONTRK 4SM TIER3	\$1,695.00	\$1,423.00	16%	\$0	\$0	\$5,325	\$500
MTS4	PRECISIONTRK 4SM TIER4	\$3,195.00	\$2,683.00	16%	\$0	\$0	\$10,650	\$1,000
MTS5	PRECISIONTRK 4SM TIER5	\$4,795.00	\$4,027.00	16%	\$0	\$0	\$16,975	\$1,500
MTS6	PRECISIONTRK 4SM TIER6	\$7,795.00	\$6,547.00	16%	\$0	\$0	\$26,625	\$2,500
MTS7	PRECISIONTRK 4SM TIER7	\$15,395.00	\$12,931.00	16%	\$0	\$0	\$47,924	\$4,500
MTS8	PRECISIONTRK 4SM TIER8	\$28,895.00	\$24,271.00	16%	\$0	\$0	\$99,042	\$9,300
MTP5	PTRACK ADD'L SITE LICENSE	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
Professional Services - SmartMailer 7 Training								
WS90	SmartMailer 7 Training	\$865.00	\$726.60	16%	\$0	\$0	\$0	\$0
WS91	SmartMailer 7 Premium Edition Training	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
WS92	Addressright Pro Training Mailing Assistant Customization (up to 4 hr)	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
WS93	Installation of PB Software on Customer's PC or upgrading existing PB system.	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
WS80		\$125.00	\$105.00	16%	\$0	\$0	\$0	\$0
WSMC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
WSM4	SmartMailer 7 and Mail Coach Bundle Training, Four Operators	\$2,980.00	\$2,086.00	30%	\$0	\$0	\$0	\$0
WSM6	SmartMailer 7 and Mail Coach Bundle Training, Six Operators	\$4,470.00	\$3,129.00	30%	\$0	\$0	\$0	\$0
W4MC	FLAT RATE, TRAVL CHRG-MAIL	\$545.00	\$457.00	16%	\$0	\$0	\$0	\$0
AddressRight Pro Software								
WSAP	Addressright Pro Mail Management Software	\$800.00	\$672.00	16%	\$0	\$0	\$1,690	\$159
WSAV	AddressRight Pro w/Delivery Point Validation	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$2,330	\$219
WSAX	AddressRight Pro w/Address Quality Enhancements	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$1,690	\$159
WSMW	Mixed Weights Feature Package Services	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSPS	Feature	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSPA	Palletization Feature	\$2,200.00	\$1,848.00	16%	\$0	\$0	\$1,050	\$99
WSEM	Enhanced Merge/Purge	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSGC	Geocodes	\$299.00	\$251.16	16%	\$0	\$0	\$945	\$89
WSLC	Address Conversion System	\$99.00	\$83.16	16%	\$0	\$0	\$305	\$29
Additional Licenses								
WSL1	1 User License for SmartMailer	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
WSLL	50 User Licenses for SmartMailer	\$7,495.00	\$6,295.00	16%	\$0	\$0	\$0	\$0
WSLX	10 User Licenses for SmartMailer	\$4,995.00	\$4,195.00	16%	\$0	\$0	\$0	\$0
Data Mapping & Integrated Services								
WSP0	Data Mapping and Integration - Half Day	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
WSP1	Data Mapping and Integration - One Day	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
WSP2	Data Mapping and Integration - Two Days	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0

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					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
WSP4	Data Mapping and Integration - Four Days	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
PB First Document Processing Software								
WPB5	PB First Base License (Includes first 5 applications)	\$300.00	\$252.00	16%	\$0	\$0	\$65	\$7
PB First for Preformatted Documents								
WPD1	Preformatted Document Option	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$260	\$25
PB First for Document Formatting								
WDF1	Document Formatting Option	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$260	\$25
WPCP	Advanced Checking Option	\$2,500.00	\$2,100.00	16%	\$0	\$0	\$175	\$17
WPDF	PDF Extraction Option	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
PB First Software Options								
WPSM	SmartMailer Interface Option	\$1,000.00	\$840.00	16%	\$0	\$0	\$225	\$22
WPFA	Additional Applications	\$275.00	\$231.00	16%	\$0	\$0	\$55	\$6
PB First Professional Integration Services								
WPF1	Document Processing Professional Services	\$1,400.00	\$980.00	30%	\$0	\$0	\$0	\$0
WPF2	Document Processing Professional Services	\$2,800.00	\$1,960.00	30%	\$0	\$0	\$0	\$0
WPF3	Document Processing Professional Services	\$5,600.00	\$3,920.00	30%	\$0	\$0	\$0	\$0
WPF4	Document Processing Professional Services	\$8,400.00	\$5,880.00	30%	\$0	\$0	\$0	\$0
WPF5	Document Processing Professional Services	\$11,200.00	\$7,840.00	30%	\$0	\$0	\$0	\$0
WPF6	Document Processing Professional Services	\$16,800.00	\$11,760.00	30%	\$0	\$0	\$0	\$0
WPF7	Document Processing Professional Services	\$22,400.00	\$15,680.00	30%	\$0	\$0	\$0	\$0
WPF8	Document Processing Professional Services	\$39,200.00	\$27,440.00	30%	\$0	\$0	\$0	\$0
WPF9	Document Processing Professional Services	\$56,000.00	\$39,200.00	30%	\$0	\$0	\$0	\$0
PB First Project Management Services								
WPR1	Document Processing Project Management	\$1,400.00	\$1,062.00	24%	\$0	\$0	\$0	\$0
WPR2	Document Processing Project Management	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
WPR3	Document Processing Project Management	\$5,600.00	\$4,250.00	24%	\$0	\$0	\$0	\$0
WPR4	Document Processing Project Management	\$8,400.00	\$6,375.00	24%	\$0	\$0	\$0	\$0
WPR5	Document Processing Project Management	\$11,200.00	\$8,500.00	24%	\$0	\$0	\$0	\$0
WPR6	Document Processing Project Management	\$16,800.00	\$12,750.00	24%	\$0	\$0	\$0	\$0
WPR7	Document Processing Project Management	\$22,400.00	\$17,000.00	24%	\$0	\$0	\$0	\$0
WPR8	Document Processing Project Management	\$39,200.00	\$29,750.00	24%	\$0	\$0	\$0	\$0
PlanetPress								
WPP1	Printer License (1 Printer)	\$1,750.00	\$1,470.00	16%	\$0	\$0	\$0	\$0
WPP2	Printer Licenses (2 Printers)	\$2,100.00	\$1,764.00	16%	\$0	\$0	\$0	\$0
WPP3	PlanetPress Server Light	\$6,250.00	\$5,250.00	16%	\$0	\$0	\$0	\$0
WPP4	PlanetPress Server Full	\$12,500.00	\$10,500.00	16%	\$0	\$0	\$0	\$0
PlanetPress Options								
WPP5	PlanetPress Image	\$4,625.00	\$3,885.00	16%	\$0	\$0	\$0	\$0
New Addressright Printers & Hardware								
DA30	DA300 Envelope Printer	\$4,995	\$3,496.50	30%	\$1,049	\$104	\$0	\$0
WP5A	High Speed Laser Printer	\$7,700	\$6,468.00	16%	\$1,505	\$149	\$0	\$0
WP5H	High Capacity High Speed Laser Printers	\$9,995	\$8,395.80	16%	\$1,505	\$149	\$0	\$0
DA5C	DA50S Envelope Address Printer Black & White	\$7,270	\$5,089.00	30%	\$1,752	\$174	\$0	\$0
DA5S	D55S Envelope Address Printer: Color	\$9,090	\$6,363.00	30%	\$1,849	\$183	\$0	\$0
DA7C	DA70S High Speed Envelope Address Printer Black & White	\$13,905	\$11,680.20	16%	\$1,977	\$196	\$0	\$0
DA7S	DA75S High Speed Envelope Address Printer Color	\$16,045	\$11,231.50	30%	\$2,145	\$213	\$0	\$0

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					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
DAST	Addressright Printer Installation and Training	\$199	\$167.16	16%	\$0	\$0	\$0	\$0
DA8N	DA80F High Speed Fixed Head Printer	\$9,411	\$6,157.00	35%	\$903	\$90	\$0	\$0
DA9K	DA95F High Performance Fixed Head Printer with Feed Right Feeder	\$20,325	\$15,955.80	21%	\$2,532	\$251	\$0	\$0
DA9L	DA95F High Performance Fixed Head Printer with Feed Right Feeder, Stacker, Dryer and Stand	\$25,969	\$20,386.80	21%	\$2,890	\$286	\$0	\$0
DA9M	DA95F High Performance Fixed Head Printer with Integrated Stacker	\$23,829	\$20,016.00	16%	\$2,111	\$209	\$0	\$0
DA9N	DA95F High Performance Fixed Head Printer	\$18,185	\$11,896.50	35%	\$1,753	\$174	\$0	\$0
New DA Series Options								
DASC	Integrated Stacker w/Dryer and Stand	\$5,275	\$4,431.00	16%	\$928	\$92	\$0	\$0
W823	FeedRight Feeder for DA950	\$5,995	\$5,035.80	16%	\$779	\$77	\$0	\$0
DA86	High Output Dryer	\$1,725	\$1,449.00	16%	\$139	\$14	\$0	\$0
DA99	Stand for DA980 Stacker	\$825	\$693.00	16%	\$0	\$0	\$0	\$0
DAPT	Advanced AddressRight Printer Training for ALL Printers	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
DA79	High Speed Conveyor Stacker for DA95F	\$3,425	\$2,877.00	16%	\$219	\$22	\$0	\$0
DA8A	High Speed Conveyor Stacker for DA80F	\$3,425	\$2,877.00	16%	\$219	\$22	\$0	\$0
Addressright Options & Peripherals								
F790050	Scanner Mounting Kit for High Capacity Sheet Feeder	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
F790052	42" Inch Table Extension	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
W350	Tabber (order (W760 if stacker is required)	\$4,100	\$2,870.00	30%	\$587	\$58	\$0	\$0
W764	W760 Stacker and Dryer for W700 and W890	\$2,690	\$1,883.00	30%	\$233	\$24	\$0	\$0
W763	W760 Stacker for W700, W770 (Includes printer Interface)	\$1,830	\$1,537.00	16%	\$233	\$24	\$0	\$0
W760	Stacker for Tabber	\$1,775	\$1,242.50	30%	\$233	\$24	\$0	\$0
W853	Ink Dryer sold with W763 Stacker	\$860	\$602.00	30%	\$84	\$9	\$0	\$0
W624	Laser Tray Tag / Label and Report Printer	\$695	\$583.80	16%	\$118	\$12	\$0	\$0
W709	W709 Envelope Designer "Plus" Software for Windows 98/ME	\$370	\$259.00	30%	\$0	\$0	\$0	\$0
DAPK	Basic Postal Knowledge Training	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
AddressRight PC's								
W406	Compaq 15" Flat Panel	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
Print Services								
F91A	2 User Account	\$500	\$420.00	16%	\$0	\$0	\$530	\$50
Documatch								
WS80	Installation of PB Software on Customer's PC or upgrading existing PB system	\$125	\$105.00	16%	\$0	\$0	\$0	\$0
WSMC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
Folders & Inserters								
DI200 OfficeRight Inserting System								
DI23	OfficeRight DI23 3 Station (includes installation and training)	\$5,145	\$4,321.80	16%	\$649	\$65	\$0	\$0
DI22	OfficeRight DI22 2 Station (includes installation and training)	\$3,600	\$3,024.00	16%	\$649	\$65	\$0	\$0

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DP19	OfficeRight Second Sheet Feeder	\$1,195	\$1,003.80	16%	\$0	\$0	\$0	\$0
DI380-DI425								
DI4F	3 Station DI425 with OMR	\$16,495	\$13,855.80	16%	\$1,474	\$146	\$0	\$0
DI4G	3 Station DI425 without OMR	\$15,395	\$10,776.50	30%	\$1,474	\$146	\$0	\$0
DI3C	3 Station DI380 with/ OMR	\$14,845	\$12,469.80	16%	\$1,430	\$142	\$0	\$0
DI3F	1 Station DI380 without OMR	\$7,345	\$6,172.00	16%	\$1,430	\$142	\$0	\$0
DI3G	2 Station DI380 without OMR	\$10,995	\$7,696.50	30%	\$1,430	\$142	\$0	\$0
DI3H	3 Station DI380 without OMR	\$12,620	\$8,834.00	30%	\$1,430	\$142	\$0	\$0
F37S	Enhanced OMR Option for DI380/DI425	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
F3C1	OMR Operator Training for DI380/DI425 - 1 hour	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
F3C2	Product Application Support Training for DI380/DI425	\$295	\$247.80	16%	\$0	\$0	\$0	\$0
F35B	Operator Training for DI350/DI400 & Classic 3 Series - 1 Hour	\$195	\$163.80	16%	\$0	\$0	\$0	\$0
DITB	Operator Training for DI500/DI600	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
DI380-DI425 Options								
DIMR	DM1K 2 DI380/425 INTRFACE	\$3,195	\$2,684.00	16%	\$0	\$0	\$0	\$0
DI500/DI600 FastPac Inserters								
DI53	DI500 3 Station Inserter DI600 4 Station, 2 Sheet	\$17,995	\$15,115.00	16%	\$1,590	\$158	\$0	\$0
DI64	Feeders, 2 Insert Feeders	\$19,995	\$16,795.80	16%	\$2,120	\$210	\$0	\$0
DI65	DI600 5 Station, 4 Sheet Feeders, 1 Insert Feeder	\$22,495	\$18,895.80	16%	\$2,120	\$210	\$0	\$0
DI66	DI600 6 Station Inserter DI600 4 Station, 2 Sheet	\$25,825	\$21,693.00	16%	\$1,590	\$158	\$0	\$0
DI6A	Feeders, 2 Insert Feeders, 60" Table with Lock	\$20,495	\$17,215.80	16%	\$2,120	\$210	\$0	\$0
DI6B	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 72" Table with Lock	\$25,495	\$21,415.80	16%	\$2,120	\$210	\$0	\$0
DI5A	DI500 3 Station, 2 Sheet Feeders, 1 Insert Feeder, 60" Adjustable Table with Lock	\$19,590	\$13,713.00	30%	\$2,120	\$210	\$0	\$0
DI6C	DI600 3 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Adjustable Table with Lock	\$21,420	\$14,994.00	30%	\$2,120	\$210	\$0	\$0
DI6G	DI600 6 Station, w/60" Table (DIT2)	\$25,920	\$18,144.00	30%	\$2,120	\$210	\$0	\$0
DI500/DI600 Options								
DIMM	Mail Machine Interface for DM525,DM575, DM825	\$2,750	\$1,270.00	54%	\$0	\$0	\$0	\$0
DIMN	MM INTERFACE DI500/600 DM1K 2 DI500/600	\$3,195.00	\$2,684.00	16%	\$0	\$0	\$0	\$0
DIMT	INTRFACE	\$3,195.00	\$2,684.00	16%	\$0	\$0	\$0	\$0
DIRS	OptiFlow Power Stacker OptiFlow Table 72" with Shelf & Locking Doors	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0
DIT0	OptiFlow Table 60" with Shelf & Locking Doors	\$1,795.00	\$1,507.80	16%	\$0	\$0	\$0	\$0
DIT1	OptiFlow Table 60" with Shelf & Locking Doors	\$1,595.00	\$1,339.80	16%	\$0	\$0	\$0	\$0
DIT2	OptiFlow Table 60" with Shelf	\$1,425.00	\$1,197.00	16%	\$0	\$0	\$0	\$0
DIBE	Belt Stacker no stand, in line	\$2,800.00	\$2,352.00	16%	\$122	\$12	\$0	\$0
DIBF	Belt Stacker with install to height stand	\$3,295.00	\$2,767.80	16%	\$122	\$12	\$0	\$0
DIPS	OPTIFLOW POWER STACKER	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0
DIVS	Optiflow Power Stacker Install & Training for	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0
DITA	Power Stackers	\$195.00	\$163.80	16%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
DITC	Product Application Support Training for DI500/DI600	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DI500/DI600 OMR Options								
DNR1	DI500 OMR Level 1 - Basic	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
DNR2	DI500 OMR Level 2 - Advanced	\$2,500.00	\$2,100.00	16%	\$0	\$0	\$0	\$0
DNR3	DI600 OMR Level 1 - Basic	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
DNR4	DI600 OMR Level 2 - Advanced	\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0
DITD	DI500/DI600 OMR Install & Operator Training	\$695.00	\$583.00	16%	\$0	\$0	\$0	\$0
DIVN	Training for DI500/DI600 OMR Matching Modules	\$195.00	\$163.80	16%	\$0	\$0	\$0	\$0
DIVT	Training for DI500/DI600 OMR Single & Z Fold Selective Feed Module	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DI900/DI950 FastPac Inserting System								
DI90	DI900 Inserting System: 2 Drop Stackers and 4 Feeder Tower	\$35,500.00	\$24,850.00	30%	\$2,178	\$216	\$0	\$0
DI91	DI900 Inserting System: 2 Drop Stackers, 2 Feeder Tower and High Capacity Sheet Feeder	\$39,500.00	\$27,650.00	30%	\$2,664	\$264	\$0	\$0
DI95	DI950 Inserting System: 2 Drop Stackers, 4 Feeder Tower and High Capacity Envelop Feeder	\$41,500.00	\$29,050.00	30%	\$2,668	\$264	\$0	\$0
DI96	DI950 Inserting System: 2 Drop Stackers, 2 Feeder Tower, High Capacity Envelop Feeder and High Capacity Sheet Feeder	\$45,500.00	\$31,850.00	30%	\$3,154	\$312	\$0	\$0
DI9A	DI900 Base Inserting System	\$30,000.00	\$21,000.00	30%	\$2,178	\$216	\$0	\$0
DI9B	DI905 Base Inserting System	\$36,000.00	\$25,200.00	30%	\$2,668	\$264	\$0	\$0
DI9G	DI900: 4 feeder tower, 60" table	\$37,950.00	\$26,565.00	30%	\$2,178	\$216	\$0	\$0
DI9H	DI900: 4 feeder tower, high capacity sheet feeder, 90" table	\$44,700.00	\$31,290.00	30%	\$2,664	\$264	\$0	\$0
DI9J	DI950: feeder tower, high capacity sheet feeder, 90" table	\$50,700.00	\$35,490.00	30%	\$3,154	\$312	\$0	\$0
DI9K	DI900 Standard Package - 4 feeder tower, 60" table, Optiflow Powerstacker and training	\$40,840.00	\$28,588.00	30%	\$2,268	\$225	\$0	\$0
DI9L	DI950 Premium package: 4 feeder tower, high capacity sheet feeder, 90" table w/ extension, Optiflow Belt stacker, scanning software and training	\$64,115.00	\$44,880.50	30%	\$3,601	\$356	\$0	\$0
DI9C	DI950: Enhanced Base System	\$60,000.00	\$50,400.00	16%	\$6,750	\$668	\$0	\$0
DI9M	DI950: 2 feeder tower w/Pro Feeder	\$77,000.00	\$64,680.00	16%	\$8,810	\$871	\$0	\$0
DI9N	DI950: 4 feeder tower w/Pro Feeder	\$84,000.00	\$70,560.00	16%	\$8,810	\$871	\$0	\$0
DI900/DI950 FastPac Options								
F7T2	2 Feeder Tower	\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0
F7T4	4 Feeder Tower	\$5,500.00	\$4,620.00	16%	\$0	\$0	\$0	\$0
F780183	Sheet/Fats Tray	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
F780184	Insert Tray	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
F7HC	High Capacity Sheet Feeder	\$6,500.00	\$5,460.00	16%	\$486	\$48	\$0	\$0
F700327	Special Feeder Kit	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
DIXT	Exit Transport	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
F7MM	Mail Machine Interface for DM825	\$3,000.00	\$850.00	72%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
F7DI	Bottom Address Inverter Kit	\$695.00	\$583.80	16%	\$0	\$0	\$0	\$0
F7FT	Flat Sealer	\$3,750.00	\$3,150.00	16%	\$0	\$0	\$0	\$0
DITT	Operator Training for DI900/DI950	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$0	\$0
DITU	Installation & Training for High Capacity Sheet Feeder	\$380.00	\$319.20	16%	\$0	\$0	\$0	\$0
DITW	Product Application Support Training for DI900/DI950	\$334.00	\$280.56	16%	\$0	\$0	\$0	\$0
DIHS	Non-contact Keyboard wedge scanner	\$1,495.00	\$1,255.80	16%	\$173	\$17	\$0	\$0
DIVX	Installation & Training for Integrated Printer w/PC	\$2,150.00	\$1,806.00	16%	\$0	\$0	\$0	\$0
DIWD	Installation & Training for Process Verification w/PC	\$1,175.00	\$987.00	16%	\$0	\$0	\$0	\$0
DIWE	Installation & Training for Process Verification	\$2,150.00	\$1,806.00	16%	\$0	\$0	\$0	\$0
DIWF	Installation & Training for Flat Sealer	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
F7HS	High Capacity Loader for Universal Feeder	\$13,150.00	\$11,046.00	16%	\$1,480	\$147	\$0	\$0
F736	Standard OMR Top/Bottom Scanner Kit	\$8,500.00	\$7,140.00	16%	\$956	\$95	\$0	\$0
F737	Standard Barcode Reader Kit (Picket Only)	\$5,000.00	\$4,200.00	16%	\$563	\$56	\$0	\$0
F739	Custom Scanning Software for Universal Feeder	\$15,200.00	\$12,768.00	16%	\$1,710	\$169	\$0	\$0
F738	Moving Beam Barcode Scanner for Universal Feeder (Picket & Ladder)	\$12,500.00	\$10,500.00	16%	\$1,406	\$139	\$0	\$0
DITR	3rd Leg Table Extension	\$1,640.00	\$1,377.60	16%	\$0	\$0	\$0	\$0
DI900/DI950 FastPac Furniture and Stacker								
DITM	Height Adjustable Table, 60" w/Locking Doors	\$2,700.00	\$2,268.00	16%	\$0	\$0	\$0	\$0
DIT8	Height Adjustable Table, 60" w/o Doors	\$2,450.00	\$2,058.00	16%	\$0	\$0	\$0	\$0
DIT9	Height Adjustable Table, 90"	\$2,700.00	\$2,268.00	16%	\$0	\$0	\$0	\$0
F790018	18 inch Table Extension	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
F790019	30 inch Table Extension	\$450.00	\$378.00	16%	\$0	\$0	\$0	\$0
DIBA	Belt Stacker no stand, in line	\$2,800.00	\$2,352.00	16%	\$122	\$12	\$0	\$0
DIBB	Belt Stacker with install to height stand	\$3,295.00	\$2,767.80	16%	\$122	\$12	\$0	\$0
DIBC	Tandem Belt Stacker no stand	\$4,500.00	\$3,780.00	16%	\$122	\$12	\$0	\$0
DIBD	Tandem Belt Stacker with install to height stand, in line	\$5,000.00	\$4,200.00	16%	\$122	\$12	\$0	\$0
DIVP	Optiflow power stacker	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0
DITV	Install & Training for Stackers	\$195.00	\$163.80	16%	\$0	\$0	\$0	\$0
DIPV	PROCESS VERIFICATION PKG	\$10,000.00	\$7,056.00	29%	\$292	\$29	\$0	\$0
DI900/DI950 FastPac Scanning Options								
F7TB	Tower Beam Barcode Scanners w/Basic Integrity OMR Software	\$2,500.00	\$2,100.00	16%	\$203	\$20	\$0	\$0
F7S1	Enhanced Integrity OMR Software	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
F7S2	Selective Operations OMR	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
F7SB	Ladder Barcode Software	\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0
F7FS	Fixed Beam Barcode Scanner with Basic Integrity OMR Software for High Capacity Sheet Feeder	\$2,500.00	\$2,100.00	16%	\$122	\$11	\$0	\$0
F7MS	Moving Beam Barcode Scanner for High Capacity Sheet Feeder	\$3,500.00	\$2,940.00	16%	\$122	\$12	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
DITS	Scanning Installation and Operator Training	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
DI900/DI950 Integrated	Document Printing							
F7DP	DI950 Doc Printer B&W with PC	\$19,000.00	\$15,960.00	16%	\$2,043	\$202	\$0	\$0
F7DR	DI950 Doc Printer Color with PC	\$26,000.00	\$21,840.00	16%	\$2,315	\$229	\$0	\$0
F7DS	DI950 Integrated Document Black and White printing solution without PC	\$18,000.00	\$15,120.00	16%	\$1,751	\$173	\$0	\$0
F7DT	DI950 Integrated Document Color Printing Solution without PC	\$25,000.00	\$21,000.00	16%	\$2,023	\$200	\$0	\$0
Folding Machines/Accessories								
DF10	DF100 OfficeRight Folder DF400 OfficeRight Folder (Includes Training and Installation)	\$340.00	\$238.00	30%	\$42	\$5	\$0	\$0
DF40		\$2,735.00	\$2,297.40	16%	\$440	\$44	\$0	\$0
DF50	DF500 Electronic Folder DF800 Folder with Drop Stacker	\$4,855.00	\$4,079.00	16%	\$609	\$61	\$0	\$0
DF80	DF900 Folder with Conveyor Stacker	\$3,995.00	\$3,355.00	16%	\$300	\$30.00	\$0.00	\$0.00
DF90	DF900 Folder with Conveyor Stacker	\$5,495.00	\$4,615.00	16%	\$450	\$45.00	\$0.00	\$0.00
DF9C	Cross Fold Kit	\$595.00	\$499.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
DFCS	CS88- Conveyor Stacker High Capacity Stacker	\$795.00	\$667.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
DFHC	Extension	\$295.00	\$247.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
DF2F	BASIC INSTALLATION AND TRAINING FOR DF800/900 FOLDERS	\$185.00	\$155.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
SP6R	DF500 Folder and FD78 Extended Power Stacker	\$5,795.00	\$4,867.80	16%	\$674	\$67	\$0	\$0
Accessories								
SP6Z	FD48 Power Stacker for FD40 when purchased separately	\$1,245.00	\$1,045.80	16%	\$65	\$7	\$0	\$0
Web Base PB TMS Software Options								
Computers								
V3PC	2.5 Ghz Pentium IV PC package For Windows XP Compaq 512 MB Ram 40 GB Hared Drive CDROM, 17" Monitor, Keyboard, 56k Modem, Compaq 10/100 Lan Card, External USB Adapter, Mouse	\$2,995.00	\$2,515.80	16%	\$256	\$24	\$0	\$0
V3PD	2.5 Ghz Pentium IV PC package For Windows XP Compaq 512 MB Ram 40 GB Hared Drive CD-RW, Flat Panel Monitor, Keyboard, 56k Modem, Compaq 10/100 Lan Card, External USB Adapter, Mouse	\$3,195.00	\$2,683.80	16%	\$256	\$24	\$0	\$0
V3PE	ASCENT TO SENDSUITE LOYALTY PC	\$0.00	\$0.00	0%	\$256	\$24	\$0	\$0
Printers								
V316	J676 Forms Printer (Airbill, COD Hazmat Bill of Lading, etc) J693 High Speed Label Printer - Includes 4"	\$1,195.00	\$1,003.80	16%	\$122	\$12	\$0	\$0
V319	continous labels	\$2,195.00	\$1,843.80	16%	\$0	\$0	\$0	\$0
V321	1E05 Laser Printer	\$695.00	\$583.80	16%	\$89	\$9	\$0	\$0
V322	1E03 4 in Adhesive Label Printer	\$995.00	\$835.80	16%	\$122	\$12	\$0	\$0
TS02	J692/J69D Continuous Label Supply - Case	\$290.00	\$243.60	16%	\$0	\$0	\$0	\$0
Scales								
V310	JB75 100lb. Tabletop Scale	\$1,195.00	\$1,003.80	16%	\$121	\$12	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WCSA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
Scanners	V312 JB64 150lb. Rollertop Scale	\$1,695.00	\$1,423.80	16%	\$170	\$17	\$0	\$0
	V313 JB67 149lb. Rollertop Scale (California)	\$1,695.00	\$1,423.80	16%	\$173	\$17	\$0	\$0
	V320 J776 Noncontact Programmable Wedge Scanner	\$1,495.00	\$1,255.80	16%	\$164	\$15	\$0	\$0
	V339 J779 Cordless Wedge Scanner	\$2,295.00	\$1,927.80	16%	\$218	\$22	\$0	\$0
	Send Suite Solutions							
VBMM	Basic Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$15,995.00	\$13,435.00	16%	\$0	\$0	\$2,061	\$194
VBSM	Basic Single Site Multiple User: Must Activate Carries, Add Features, and PC	\$6,995.00	\$5,875.00	16%	\$0	\$0	\$2,832	\$266
VBSS	Basic Single Site Single User: Must Activate Carries, Add Features, and PC	\$2,995.00	\$2,375.00	21%	\$0	\$0	\$580	\$55
VEMM	Extended Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$26,995.00	\$22,675.00	16%	\$0	\$0	\$4,080	\$384
VESM	Extended Single Site Multiple Users: Must Activate Carries, Add Features, and PC	\$13,995.00	\$11,755.00	16%	\$0	\$0	\$2,272	\$214
VESS	Extended Single Site Single User: Must Activate Carries, Add Features, and PC	\$10,495.00	\$8,815.00	16%	\$0	\$0	\$1,695	\$160
VP13	Install Software on Customer's PC	\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0
VP1T	1 Day Travel and Accommodations Package	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
VP27	Consulting Services	\$1,000.00	\$255.00	75%	\$0	\$0	\$0	\$0
VP2T	2 Day Travel and Accommodations Package	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$0	\$0
VP3T	3 Day Travel and Accommodations Package	\$2,000.00	\$1,680.00	16%	\$0	\$0	\$0	\$0
VP4T	4 Day Travel and Accommodations Package	\$2,200.00	\$1,848.00	16%	\$0	\$0	\$0	\$0
VP5T	5 Day Travel and Accommodations Package	\$2,400.00	\$2,016.00	16%	\$0	\$0	\$0	\$0
VPET	System Administrator Classroom Training - 3 Days	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
VPM2	Project Management	\$2,800.00	\$2,125.00	24%	\$0	\$0	\$0	\$0
VPM3	Project Management	\$5,600.00	\$4,250.00	24%	\$0	\$0	\$0	\$0
VPM5	Project Management	\$11,200.00	\$8,500.00	24%	\$0	\$0	\$0	\$0
VPM6	Project Management	\$16,800.00	\$12,750.00	24%	\$0	\$0	\$0	\$0
VPM7	Project Management	\$22,400.00	\$17,000.00	24%	\$0	\$0	\$0	\$0
VPP1	Installation Project - Up to one day	\$1,400.00	\$1,020.00	27%	\$0	\$0	\$0	\$0
VPP2	Installation Project - Up to 2 days	\$2,800.00	\$2,125.00	24%	\$0	\$0	\$0	\$0
VPP3	Installation Project - Up to 4 days	\$5,600.00	\$4,250.00	24%	\$0	\$0	\$0	\$0
VPP4	Installation Project - Up to 6 days	\$8,400.00	\$6,375.00	24%	\$0	\$0	\$0	\$0
VPP5	Installation Project - Up to 8 days	\$11,200.00	\$8,500.00	24%	\$0	\$0	\$0	\$0
VPP6	Installation Project - Up to 12 days	\$16,800.00	\$12,750.00	24%	\$0	\$0	\$0	\$0
VPP7	Installation Project - Up to 16 days	\$22,400.00	\$17,000.00	24%	\$0	\$0	\$0	\$0
VPP8	Installation Project - Up to 28 days	\$39,200.00	\$29,750.00	24%	\$0	\$0	\$0	\$0
VPP9	Installation Project - Up to 40 days	\$56,000.00	\$42,500.00	24%	\$0	\$0	\$0	\$0
VPYT	Shipping Operator On-Site Training - 1 Day	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$0	\$0

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					Point of Sale Pricing			
ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Leased			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
VS1A	EasyShip Platinum Web Server Software - 1 to 5 Users	\$800.00	\$672.00	16%	\$0	\$0	\$2,800	\$263
VS1B	EasyShip Platinum Web Server Software - 6 to 15 Users	\$950.00	\$798.00	16%	\$0	\$0	\$3,400	\$320
VS1C	EasyShip Platinum Web Server Software - 16+ Users	\$1,150.00	\$966.00	16%	\$0	\$0	\$4,200	\$395
VS1L	EasyShip Platinum Web Client License - per User	\$500.00	\$420.00	16%	\$0	\$0	\$550	\$52
VSCC	Custom Carrier Enable	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VSCP	PB Built Custom Carrier	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
VSDB	DHL Activation	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
VSDF	DHL Activation 1st Origin	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSDM	DHL Activation	\$2,995.00	\$2,515.80	16%	\$0	\$0	\$0	\$0
VSDS	DHL Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VSEM	Email Notification	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSFB	FedEx Activation	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
VSFF	FedEx Activation 1 Origin	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSFM	FedEx Activation	\$2,995.00	\$2,515.80	16%	\$0	\$0	\$0	\$0
VSFS	FedEx Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VSL	LTL LOCATION							
VLL	LICENSE	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
VSM1	Add 1 Multiple User	\$3,495.00	\$675.00	81%	\$0	\$0	\$580	\$55
VSMC	Location License	\$219,000.00	\$42,075.00	81%	\$0	\$0	\$26,053	\$2,447
VSM1	Add 100 Multiple User							
VSMC	Location License	\$219,000.00	\$42,075.00	81%	\$0	\$0	\$26,053	\$2,447
VSM1	Add 50 Multiple User							
VSM1	Location License	\$132,000.00	\$25,287.00	81%	\$0	\$0	\$15,223	\$1,430
VSMT	Software Meter Interface	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSMX	Add 10 Multiple User							
VSMX	Location License	\$30,750.00	\$5,907.00	81%	\$0	\$0	\$3,524	\$331
VSPB	USPS Activation	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
VSPD	USPS BULK PROF OF							
VSPD	DELIVER	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSPF	USPS Activation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSPM	USPS ACTIVATION	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
VSPD	USPS Internet Postage	\$1,495.00	\$1,255.80	16%	\$0	\$0	\$0	\$0
VSPS	USPS Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VSR1	Singe Site RDI Feature	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
VSR2	Multiple Site RDI Feature	\$1,495.00	\$1,255.80	16%	\$0	\$0	\$0	\$0
VSS1	Add 1 Single User							
VSS1	Location License	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
VSSC	Add 100 Single User							
VSSC	Location License	\$49,500.00	\$41,580.00	16%	\$0	\$0	\$0	\$0
VSSL	Add 50 Single User							
VSSL	Location License	\$29,750.00	\$24,990.00	16%	\$0	\$0	\$3,524	\$331
VSSX	Add 10 Singe User							
VSSX	Location License	\$6,950.00	\$5,838.00	16%	\$0	\$0	\$815	\$77
VSDP	Send suite Desktop Base							
VSDP	System License	\$4,995.00	\$4,195.80	16%	\$0	\$0	\$815	\$77
VSDE	SendSuite Desktop							
VSDE	Software	\$8,295.00	\$6,967.80	16%	\$0	\$0	\$599	\$57
VSDL	Site License for Send							
VSDL	suite Desktop Software	\$1,650.00	\$1,386.00	16%	\$0	\$0	\$0	\$0
VPCT	Send suite Desktop On-							
VPCT	Site Training -Full Day	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
VSCM	SENDSUITE							
VSCM	ECERTIFIED MAIL	\$695.00	\$583.00	16%	\$0	\$0	\$0	\$0
VSER	SENDSUITE ERETURN							
VSER	RECEIPT	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
VSAS	SENDSUITE SECURE							
VSAS	ARCHIVE	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VSUB	UPS ACTIVATION	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
VUC	CONTRACT UPS							
VUC	RATES	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$0	\$0
VSUD	USPS Priority Mail Open							
VSUD	& Distribute	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSUM	UPS ACTIVATION	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
VSK1	1Site License for Limited Users (up to 20 per License)	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
Site Licenses for Unlimited Users								
VSN1	1 Site License for Unlimited Users	\$2,500.00	\$2,100.00	16%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
VSNX	10 Site License for Unlimited Users	\$22,000.00	\$18,480.00	16%	\$0	\$0	\$0	\$0
VSNL	50 Site License for Unlimited Users	\$94,000.00	\$78,960.00	16%	\$0	\$0	\$0	\$0
VSNC	100 Site License for Unlimited Users	\$156,000.00	\$131,040.00	16%	\$0	\$0	\$0	\$0
VSUF	UPS Activation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSUS	UPS Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VS10	OnTrac Activation	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
VS11	OnTrac Activation	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
VS13	Golden State Activation	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
VS12	OnTrac Activation	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
VS16	OnTrac Activation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VS17	Golden State Express	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VT A0	AAA COOPER	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT A1	ABF FREIGHT SYSTEM	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT AD	AVERITT EXPRESS BULLET FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT B0	SYSTEMS CENTRAL FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT C4	LINES	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT CA	CON-WAY CENTRAL	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT CB	CON-WAY SOUTHERN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT CC	CON-WAY WESTERN CUSTOM TRANSPORT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT CH	COMPANIES	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT D0	DAWES TRANSPORT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT D2	DAYLIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT D3	DAYTON FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT E0	ESTES EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT F1	FEDEX FREIGHT EAST FRAMES MOTOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT F2	EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT H4	HOWARDS EXPRESS INTERSTATE CARRIER	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT HM	EXPRESS JEVIC	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT J0	TRANSPORTATION LAKEVILLE MOTOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT L0	EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT M0	MILAN EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT M1	MOTOR CARGO ENGLAND MOTOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT N1	FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT N2	PENN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT NM	OAK HARBOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT NP	OLD DOMINION	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT NS	OVERNITE	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT P0	PITT OHIO	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT P1	PJAX ROADRUNNER	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT R1	FREIGHT SYSTEMS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT R2	ROADWAY	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT R3	ROADWAY TO CANADA	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT S0	SAIA MOTOR FREIGHT SOUTHEASTERN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT S3	FREIGHT SOUTHWESTERN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT S5	MOTOR TRANSPORT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT S7	SUPER VAN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT U0	USF BESTWAY	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT U2	USF HOLLAND	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT U4	USF REDDAWAY	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT V2	VOLUNTEER EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT V3	VITRAN EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT W0	WARD TRUCKING WATKINS MOTOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT W1	LINES	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT W2	WILSON	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT Y0	YELLOW FREIGHT YELLOW FREIGHT TO	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT Y1	CANADA	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VT Z1	Custom LTL Rates Custom Truckload (TL)	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
VT Z2	Rates Custom Routes (per carrier) - Used with VT22	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
VT ZX	Czar LITE	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0

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ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
VTZZ	Czar LITE	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
VUA0	AAA COOPER	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUA1	ABF FREIGHT SYSTEM	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUAD	AVERITT EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUB0	BULLET FREIGHT SYSTEMS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUC4	CENTRAL FREIGHT LINES	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUCA	CON-WAY CENTRAL	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUCB	CON-WAY SOUTHERN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUCC	CON-WAY WESTERN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUCH	CUSTOM TRANSPORT COMPANIES	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUD0	DAWES TRANSPORT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUD2	DAYLIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUD3	DAYTON FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUE0	ESTES EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUF1	FEDEX FREIGHT WEST	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUF2	FRAMES MOTOR EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUH4	HOWARDS EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUHM	INTERSTATE CARRIER EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUJ0	JEVIC TRANSPORTATION	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUL0	LAKEVILLE MOTOR EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUM0	MILAN EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUM1	MOTOR CARGO	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUN1	ENGLAND MOTOR FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUN2	PENN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUNM	OAK HARBOR	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUNP	OLD DOMINION	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUNS	OVERNITE	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUP0	PITT OHIO	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUP1	PJAX	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUR1	ROADRUNNER FREIGHT SYSTEMS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUR2	ROADWAY	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUR3	ROADWAY TO CANADA	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUS0	SAIA MOTOR FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUS3	SOUTHEASTERN FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUS5	SOUTHWESTERN MOTOR TRANSPORT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUS7	SUPER VAN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUU0	USF BESTWAY	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUU2	USF HOLLAND	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUU4	USF REDDAWAY	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUV2	VOLUNTEER EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUV3	VITRAN EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUW0	WARD TRUCKING	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUW1	WATKINS MOTOR LINES	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUW2	WILSON	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUY0	YELLOW FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VUY1	YELLOW FREIGHT TO CANADA	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
PBDS Hosting								
VBH1	HBSS MU SITE LIC	\$6,995.00	\$5,875.00	16%	\$0	\$0	\$2,832	\$266
VBH2	HBMS MU Site Lic	\$15,995.00	\$13,435.00	16%	\$0	\$0	\$2,630	\$247
VBH3	HESS MU SITE LIC	\$13,995.00	\$11,755.00	16%	\$0	\$0	\$2,762	\$260
VBH4	HEMS MU Site Lic	\$26,995.00	\$22,675.00	16%	\$0	\$0	\$4,080	\$384
VSDH	Hosted SendSuite Shipping Desktop Software	\$4,995.00	\$4,195.00	16%	\$0	\$0	\$815	\$77
VPH1	PB Hosting Services (YEARLY COST)	\$39,000.00	\$32,760.00	16%	\$0	\$0	\$0	\$0
SendSuite Usage Band								
VS1U	SendSuite Usage Band 1 Annual Cost (Maximum Band Level - 500,000 Transactions)	\$80,000.00	\$67,200.00	16%	\$0	\$0	\$0	\$0

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					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
VS2U	SendSuite Usage Band 2 Annual Cost (Maximum Band Level - 1,000,000 Transactions)	\$125,000.00	\$105,000.00	16%	\$0	\$0	\$0	\$0
VS3U	SendSuite Usage Band 3 Annual Cost (Maximum Band Level - 2,000,000 Transactions)	\$200,000.00	\$168,000.00	16%	\$0	\$0	\$0	\$0
VS7U	SendSuite Usage Band 4 Annual Cost (Maximum Band Level - 3,000,000 Transactions)	\$290,000.00	\$243,600.00	16%	\$0	\$0	\$0	\$0
SendSuite Shipping								
VSA1	SendSuite Shipping PM300	\$3,995.00	\$3,355.00	16%	\$0	\$0	\$609	\$58
VSA2	SendSuite Shipping PM400	\$4,995.00	\$3,355.00	33%	\$0	\$0	\$740	\$70
VSA3	SendSuiteShipping PackageManager	\$5,895.00	\$4,951.00	16%	\$0	\$0	\$856	\$81
VSA4	SendSuite Shipping Post Manager	\$3,195.00	\$2,683.00	16%	\$0	\$0	\$580	\$55
VSA5	SendSuite Shipping Post Manager	\$9,250.00	\$7,770.00	16%	\$345	\$33	\$1,205	\$114
VSA6	SendSuite Shipping Post Manager 1	\$7,950.00	\$6,678.00	16%	\$377	\$36	\$991	\$94
VSA7	SendSuite Shipping Post Manager 2	\$9,250.00	\$7,770.00	16%	\$588	\$57	\$1,205	\$114
VS31	SendSuite Shipping Warehouse 101	\$39,749.00	\$33,389.00	16%	\$751	\$72	\$4,723	\$444
VS32	SendSuite Shipping Warehouse 102	\$65,625.00	\$55,125.00	16%	\$751	\$72	\$8,078	\$759
Additional Services								
T5AU	SendSuite Shipping Desktop Upgrade on PC	\$800.00	\$672.00	16%	\$0	\$0	\$0	\$0
VPA1	SendSuite Shipping Upgrade on PC	\$800.00	\$672.00	16%	\$0	\$0	\$0	\$0
VPA2	Custom Report - 2 Days Custom Screens - 2	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
VPA3	Hours	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
VPA5	Custom Quick Cards	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AG	Peripheral Addition 2 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AH	Peripheral Addition 4 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AJ	Peripheral Addition 8 HRS	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AK	Custom Label 2 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5Z0	Custom Label 4 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AM	Custom Screen 2 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AN	Custom Screen 4	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AP	Custom Report 2 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AR	Custom Report 4 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AV	Custom Report 8 HRS	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AS	Network/Work Station 2 HR	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AW	Network/Work Station 4 HR	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AY	Network/Work Station 8 HR	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4A2	Screen Customization 2HR	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T4A3	Reports - 4 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T4A4	Integration 4 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
BMH4	BM V2 or V3 to	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
SendSuite Xpress								
T25C	SendSuite XPRESS 300 +3 CARRIERS	\$5,380.00	\$4,519.00	16%	\$0	\$0	\$1,076.00	\$102
T25D	SendSuite XPRESS 400 +4 CARRIERS	\$6,580.00	\$5,527.00	16%	\$0	\$0	\$1,076.00	\$102
T25E	SendSuite XPRESS 500 ALL CARRIERS	\$7,780.00	\$6,535.00	16%	\$0	\$0	\$1,397.00	\$132
T25G	SendSuite Xpress 1000 - ALL CARRIERS	\$12,880.00	\$10,819.00	16%	\$0	\$0	\$1,660.00	\$156
TSA2	SendSuite Xpress Postal Manager LT USPS	\$2,495.00	\$2,096.00	16%	\$0	\$0	\$275.00	\$26
TSA3	SendSuite Xpress Postal Manager LT +1 Carrier	\$3,495.00	\$2,936.00	16%	\$0	\$0	\$275.00	\$26

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						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
TSA4	SendSuite Xpress Postal Manager LT +1 Carrier and scale	\$4,095.00	\$3,440.00	16%	\$0	\$0	\$275.00	\$26
T25B	SendSuite Xpress Postal Manager- Software only	\$4,580.00	\$3,847.00	16%	\$0	\$0	\$275.00	\$26
T25F	SendSuite Xpress Postal Manager Turnkey	\$10,680.00	\$8,971.00	16%	\$0	\$0	\$275.00	\$26
Postal Kiosk								
KGML	KIOSK LEASE PACKAGE	\$26,500.00	\$22,260.00	16%	\$2,223	\$209	\$0	\$0
KGMR	KIOSK RENT PKG FOR GMS	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
2P11	PB POSTAL KIOSK - TOPPER	\$1,795.00	\$1,507.00	16%	\$0	\$0	\$0	\$0
KC01	KIOSK NETWORKIN CONSULTNG	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
High Volume Mailing Systems for Production Inserters								
R751	DM16K (Non-PB System Upgrade)	\$18,495.00	\$15,789.00	15%	\$1,574	\$148	\$0	\$0
R752	DM16K (PB System Upgrade)	\$18,495.00	\$15,789.00	15%	\$1,574	\$148	\$0	\$0
R763	DM22KR Reset-on-the- Fly TM (PB System)	\$31,995.00	\$30,795.00	4%	\$2,777	\$261	\$0	\$0
R76X	B&H Modular Output Kit DM Infinity Non-PB	\$500.00	\$451.00	10%	\$0	\$0	\$0	\$0
R770	System Installation	\$500.00	\$451.00	10%	\$0	\$0	\$0	\$0
R77H	Seal Only Head	\$1,160.00	\$1,016.00	12%	\$0	\$0	\$0	\$0
R77W	B&H Integrated Output Kit	\$1,250.00	\$1,129.00	10%	\$0	\$0	\$0	\$0
R77Y	DM Infinity Series Roll-Up Module	\$95,000.00	\$86,838.00	9%	\$12,093	\$1,136	\$0	\$0
R77Z	DM Infinity Stand - Non PB Systems	\$500.00	\$451.00	10%	\$0	\$0	\$0	\$0